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Coachmart

The leading weekly serving the coach industry

October 5, 1989 Issue 557 £1



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1983 EUROPA II Integral 12M,
46 recliners, Red moquette, power
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fridge, TELMA retarder,
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VOLVO

1988 B10M GLE JONCKHEERE
JUBILEE P599 12M, 49 recliners,
Grey/red moquette, centre sunken
toilet, double glazing, driver's berth,
drinks machine, fridge, wiring T.V. +
video, courier seat, TELMA retarder,
power entrance door, White + blue/
orange reliefs.

1988 B9M CAETANO ALGARVE,
38/41 recliners, Red moquette,
power door, courier seat, curtains,
gangway carpet, T.V. + video, rear
toilet, water boiler, continental door,
tinted glass, Red/white.

1985 (SEPTEMBER) B10M GLT
PLAXTON PARAMOUNT 3500 12M,
49 recliners, Brown moquette, rear o/s
toilet, continental door, double glazing,
driver's berth, Webasto heating, A/R
CONDITIONING, TELMA retarder,
courier seat, power entrance door,
wiring T.V. + video, drinks machine,
splitter gearbox, Cream + orange/
brown reliefs.

1983 (AUGUST) B10M BERKHOFF
ESPRITE 12M, 49/53 recliners, Brown/
orange/green moquette, power door,
courier seat, TELMA retarder,
demountable toilet, berth, blinds,
continental door, Cream/brown/
orange.

DAF

1987 (NOVEMBER) DKFL CAETANO
ALGARVE 12M, 53 recliners, Autumn
tint moquette, power door, courier
seat, curtains, continental door, Yellow/
brown/orange.

1986 DKFL DUPLÉ 340 12M,
53 recliners, Grey/orange moquette,
power door, curtains, gangway
carpet, rear toilet, tinted glass,
Red/white.

1984 SB2300 DHS JONCKHEERE
JUBILEE P50 12M, 49 recliners,
Red/grey moquette, toilet at o/s rear,
continental door, berth, tinted glass,
power door, T.V. + video, drinks
machine, twin fuel tanks,
Cream/orange.

LEYLAND

1986 TIGER 245 DUPLÉ
CARIBBEAN II 12M, 49/51 recliners,
Grey/orange moquette, power door,
courier seat, curtains, sunken
demountable toilet, continental
door, tinted glass, ZF gearbox,
White/red/black.

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1977 Bedford YLQ Plaxton Supreme, 45 seats, autumn tint moq, livery white.

1976 Bedford PJK Duple Dominant, 29 seats, new MoT Dec '89.

1974 Bedford YRT Duple Dom, 53-seater, p/door, red moq, livery white.

AEC BRISTOL

1979 AEC 760, 12 metre Plaxton 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1978 AEC 760, 12 metre, Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1975 AEC 760, 12 metre, Plaxton, 53 seats, 6-speed ZF, autumn tint moquette, Bristol dome, side lockers. Livery grey/red. MoT June 1990.

1974 Bristol LHL, 11 metre Duple, 53 seats, autumn tint moquette. Livery white/black.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 moquetted seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette.

1980 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-sp.

1979 Leyland, 12 metre Dominant, 49 seats, MoT Feb 1990.

1976 Leyland Plaxton Express, 49 seats, choice of 2.

1974 Leyland Leopard, 11 metre Duple Dominant 49 E type seats, semi-auto gearbox, side lockers, autumn tint, livery white.

FORD

1980 Ford R1114 Duple Dominant Express, 53 seats, red moquette, white/blue.

1979 Ford R1114 Duple Dominant Express 53 seats, (re-moquetted grey/blue), livery blue, MoT Sept 89.

NEOPLAN

1982/3/4 Neoplan Skyliners, 71/72/75 seats, toilet, drinks machine, fridge, radio, PA, Mercedes V10 Engine, 6-speed ZF manual gearbox, some remoquetted and refurbished.

DAF

1988 DAF SBR3000 Plaxton 4000 four star, 74 recliners, toilet, TV, etc. 147,000K from new.

MINIBUSES

1988 (E) Ford Iveco Reeve Burgess Beaver, 21 moquette seats, boot, power door, radio, excellent condition.

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Coachmart

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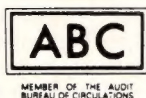
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FEATURES

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Your super 30 page guide to who's showing what at the big BCC Coach and Bus '89 exhibition at Birmingham's NEC. We give details about how to get there, a site plan showing where the stands are and full details about the top exhibitors.

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News that Berkhof is re-entering the UK coach market has set the industry buzzing. Mike Morgan travels to Berkhof's factory in Holland to find out what goodies are in store for British buyers.

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There's not much to teach the Scots about running a canny business! Alistair Douglas visits Henderson Travel of Motherwell and finds a firm where professionalism doesn't cost the earth.

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Marksman puts forward some new ideas about simplifying the rules on prohibition.

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Who's been buying new coaches and buses? Find out in our weekly full colour feature.



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It's a fair cop! — page 35.



Berkhof is back — page 22.

READERS with relatively short memories may be able to think back about four years to the days when Nicholas Ridley was selling bus deregulation to a sometimes sceptical world.

He insisted that it would demand the sub-division of larger National Bus Company subsidiaries into smaller ones to ensure that they did not dominate the areas in which they operated.

That resulted in the Ribble area being broken up, with the northern end being attached to Cumberland Motor Services and the south-western end around parts of Liverpool and Manchester being hived off into a new North Western company.

In the event, Cumberland went to Stagecoach Holdings, North Western to Drawlane Transport Group, Ribble to a management team and the Liverpool end of Crosville to ATL Holdings. All were free to compete against one another as well as with smaller companies.

Now, after sell-offs and the latest sale of minibus operations

around Manchester, Stagecoach has dominance of bus operation north of the Greater Manchester and Merseyside conurbations, Drawlane within the conurbations themselves.

Greater Manchester Buses and Merseybus are still competing for business against these companies and are faced with an arbitrary division of themselves into smaller units before they are privatised.

Somewhere along the line, the Ridley ideals have been cast aside in the interests of logical bus and coach operation, but it is a logic which places the large operator at a very strong competitive advantage compared with the small scale entrepreneur.

Clearly, it is not what the Government intended four years ago, but is it what it intends now? If not, we await announcements from Transport Secretary Cecil Parkinson about the measures he will introduce to ensure that small businesses are not squashed by the might of private enterprise giants.

NEXT WEEK

Latest news round-up



**Mike Morgan tests
the MAN S290/Jonckheere**

Licensing and Legal

How to avoid bankruptcy

NEWS

Carlyle buys out Duple Dart body

AFTER weeks of speculation, Duple has sold its award-winning Dart body to the Carlyle Group, of Birmingham.

Production of the body by Carlyle starts in early 1990, when the jigs, fixtures, drawings, demonstrator bodies and order book are transferred to Birmingham, and Duple is confident that 50 Carlyle Darts will be ordered before Christmas.

'It's a good vehicle body for us,' Carlyle marketing manager Chris Jones told *Coachmart*. 'It fills a gap, bridging the minibus and midibus market. With its low floor and rear engine, it's also very different.' So far, Carlyle has no plans to adapt the body to other chassis.

Carlyle faced stiff competition from six other parties including Plaxton –

which had already bought Duple's 300 Series bus and coach bodies, and the integral 425 coach, both built at Blackpool.

'We made it clear to the interested body builders that there were a number of factors which would decide who bought the Dart design,' said Duple managing director Richard Owen.

'Commercial terms were among those factors, but also important was the credibility of the builder, and its ability to manufacture and market the body.'

The body is the only one currently built on the Dennis Dart chassis, but Dennis – part of the Trinity Holdings group which controls Duple – expects other companies to begin producing bodies in the near future.

Charisma for United

STAGECOACH subsidiary United Counties has bought an Ensign Charisma – the £82,000 Yugoslavian-built coach – to be used on its non-Rapide National Express routes.

The 53-seater is to be run alongside six National Expressliners at the end of October. It has already been in service on the 325 Bradford-Gatwick route, and occasionally on the 440 Derby-London.

Ensign Bus and Coach Sales' managing director Aubrey Martin told *Coachmart*: 'Fifteen Charismas have been sold this year, and there is a lot of interest in 1990 delivery.'

The United Counties coach, which had destination display fitted by Ensign, is equipped, like all Charismas, with full Mercedes Benz mechanical units – rear mounted OM422 280 bhp engine, VO 4/13 DL-7



The Mercedes-based Ensign Charisma

RL front axle, 4/O1 DL10 rear axle and power steering.

According to Martin the 1990 Charisma will be even better. The Mercedes-Benz OM442 290 bhp engine is to replace the smaller unit. As with 1989 models, air conditioning can be added to the high-specification high-floor (3.4 metres) coach, which is available to a standard 12 metre length.

Help for blind travellers

BLIND and disabled passengers will get an easier journey on Viscount buses from now on.

The Cambridgeshire company has fixed Braille description panels by the door so that un-sighted passengers

can tell immediately the type of bus they are boarding, and other Braille instructions to direct them safely to their seats.

Handrails are high-visibility so that the partially-sighted can easily see them, and bell-pushes are now palm-operated.

Drawlane deal lands buses and services

DRAWLANE has bought 260 vehicles and 60 Greater Manchester local services from Stagecoach subsidiaries Ribble Motor Services and East Midland Motor Services.

The deal involves Front Runner North West at Glossop, Bee Line at Stockport and some of the Ribble services based at its central Manchester Hulme Hall Road depot, which is itself part of the sale. Around 600 staff from the three companies will then be working under a new Bee Line name using the existing red, yellow and black livery.

Executive responsibility for the new operation has been given to Julian Peddle, managing director of Stevensons of Uttoxeter. He told *Coachmart*: 'The majority of the vehicles involved (185) are minibuses, and most of the routes on the west side of Manchester. They have faced very serious competition.'

'At the moment the routes collectively make a loss, but we will be hoping to turn that round,' said Peddle, adding there would be no redundancies as a direct result of the transfer.

Peddle told *Coachmart* there would be no conflict of interest between his role at Stevensons and this new additional



The Bee Line buzzes off – Drawlane's waiting is over and it buys the company from Stagecoach.

responsibility for the totally separate Drawlane operation.

The relationship between Peddle and Drawlane was established at the time Drawlane bought into Midland

Fox (*Coachmart* September 21, 1989), buying out the interests of Peddle, David Stevenson and Robert Brook.

Interestingly the other Drawlane companies that operate in Greater Manchester will not come under the Bee Line banner.

The Bee Line Buzz Company has now changed hands for a second time.

Plaxton profits

PLAXTON has announced record pre-tax half-year profits of £3.7 million... and that's without the contribution due to come from newly-acquired Henlys and Duple.

The acquisition of Henlys for £47.8 million doubled the size of the Plaxton operation, while Duple – bought for £4 million – has been merged with Plaxton Coach and Bus Division.

The profit figure compares well to a similar figure for the full nine months ending June 1988, and is from a net turnover of £131 million.

'We're the only thing between total import domination and a balanced market,' Plaxton chairman David Matthews told *Coachmart*. 'We seem to react by making the best vehicles at the keenest prices, delivered on time.'

● Plaxton has re-organised its body-building operation to incorporate limousine and hearse makers Coleman Milne, and coachbuilders Mellor Coachcraft, both previously part of the Henlys Vehicle Group.

Mellor Coachcraft is said to complement the rest of Plaxton Manufacturing, concentrating on building specialised mini- and midi-buses, welfare vehicles and personnel carriers. It is currently taking on new staff following the building of a £300,000 extension at the Rochdale plant.

New parts centre for VL



Volvo Parts managing director Paul De Backer (left) gets the keys for the new VL parts warehouse from Alan Curtis, development director of Gazeley Properties.

VL BUS and Coach has built a new Leyland Bus parts distribution centre at Lutterworth, solving an enigmatic problem.

Volvo's take-over of Leyland left competitor DAF handling

the bulk of the PSV parts, but the 255,000 square foot warehouse facility on Volvo's site at Magna Park will distribute the full range from next year.

New service for readers

COACHMART is proud to announce an important new service for the industry. We shall be running our first-ever coach operator conferences next month.

We are covering two important subject areas of interest to coach operators – financing for profit and image and marketing.

Top industry speakers have been booked for both conferences. Peter Rogers, Bus and Coach Council Section A chairman and MD of Rainworth Travel, will speak at the finance conference on the importance of costing to the industry

Wallace Arnold MD John King has agreed to set the scene at the image and marketing conference and will be joined by speakers

● Thursday, November 23: St George Hotel, Harrogate.
● Monday, November 27: Kensington Palace Hotel, London.

Dates and venues are:

● Finance
● Tuesday, November 14: Selfridge Thistle Hotel, Oxford Street, London.
● Thursday, November 16 Whitwell.
● Image and marketing

Stagecoach buys Cedar bus routes

STAGECOACH has taken over seven bus routes from Worthing-based Cedar Travel after providing protracted competition from its Southdown company.

Six Worthing routes and a Shoreham local service, together with eight vehicles and a number of staff, go to Stagecoach, while Cedar Travel retains four much smaller bus routes and plans a new future based on coach operations.

'We're very pleased with the deal,' said Cedar's owner Chris Chatfield. 'We pioneered a certain style of bus operation and I am assured this will not be changed. Cedar Bus is to remain separate from Southdown.'

Chatfield admitted the routes sold had faced increasing competition from Southdown. 'We couldn't go on fighting giants,' Chatfield told *Coachmart*.

The buses bought – five Metroriders and three Ivecos – will be operated on routes C2 to

North Findon, C3 Brighton-Worthing, C5/6 Worthing-Durrington, C8/9 Worthing-Goring, and the C22 Shoreham service.

Grey Cars sold off

GREENSLADES Tours of Exeter has sold off its Grey Cars subsidiary and has once again hung the For Sale notice over its own refurbished offices.

Proprietor Paul Nightingale had originally tried to sell the entire Greenslades business but, despite more than 40 interested parties, decided to opt for the sale of Grey Cars to Bristol-based Nigel Robertson.

Grey Cars – 12 vehicles operated in tours, excursions, hire and contract – has been sold together with its offices in Torquay, Newton Abbott and Dawlish Warren. Robertson is expected to continue running

the business.

Meanwhile Paul Nightingale is still touting the larger 26-vehicle business around the marketplace, claiming he wants to concentrate on his interests in

car rental and property.

'The split-up seemed the most likely course,' Nightingale told *Coachmart*. 'Now I'm hoping Greenslades will be more attractive.'

Minibus substitutes



CROSVILLE Wales' Rhyl – Mold and Chester via Deeside routes are to be operated with 11 Mercedes Benz 709D Beaver-bodied minibuses (above), replacing

the full-sized buses.

The 25-seaters have soft-trim interiors for extra comfort. Crosville Wales will provide a more frequent service with them.

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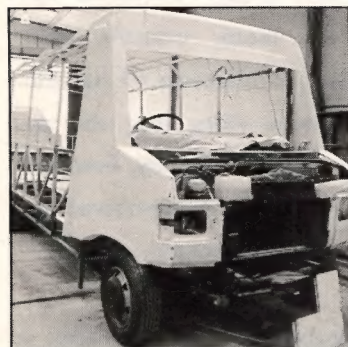
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Europa joins midi rush



The Enterprise retains the original Mercedes cowl. This model is in build for the BCC show complete with wide bus door.

THE Yorkshire coachbuilding industry is about to welcome a new member to its ranks. Doncaster-based C G Whittaker's van conversion division, Europa, will unveil its first coach and bus bodies at the BCC show this month. Built on Mercedes Benz 811 chassis, the all-new Enterprise/Challenger body will enter the buoyant 33 seat midi

market.

Europa established its reputation as a bespoke converter of 12-24 seat mini-buses and coaches. Its management was becoming increasingly aware of sizeable orders being won within the 'midi' market. Sales Manager, Alan White, told *Coachmart* that 'there had been sufficient interest from prospective customers to encourage the company to develop a prototype, with a view to production starting in January 1990'.

Central to the development and expansion plans was the appointment in October 1989 of John Seale as engineering and design manager. Seale left MCW after 23 years – following a traditional apprenticeship and working on most aspects of production and design.

Seale had long cherished a desire to develop a vehicle of his own. His move to Europa not only enabled him to chase that ambition, but with hindsight was also very timely!

After rationalising the van-conversion side of the business, Seale set about the design of the new body in April. He told *Coachmart* that he had clearly defined design parameters. Using Whittakers existing Mercedes Benz agency and chassis conversion experience, the chassis was to be the Mercedes Benz 811 extended to 4800 mm wheelbase. With an eye on Europe, all sizes had to meet ECE 36 requirements, and with a width of 2350 mm, standard 900 mm bus seats with 18 in gangway could be incorporated, while allowing eight standees.

Enterprise and Challenger are the model names for the new range. The Enterprise retains the integrity of the Mercedes front cowl, while the Challenger features a Europa design, which promises an attractive profile, and several Seale inspired features.

If the Challenger design and its modifications does not fit operators' requirements, then the Enterprise is the alternative. This shares commonality of design with the exception of its standard MB front end. The extra width of both designs benefits drivers and passengers.

All versions standardise on the now familiar soft trim, with special attention being given to soundproofing and corrosion protection.

Development work and initial production has been undertaken in temporary workshops. A new purpose built 40,000 sq ft factory will come on-stream at nearby Kirk Sandall in January 1990. This will be headed by Paul Hancox.

Operational experience will be gained when one of the three show exhibits completes a 13 week trial period with Yorkshire Traction. Another vehicle will undergo testing at MIRA.

Despite a short five month gestation period, the Europa challenge is without doubt an enterprising initiative that will offer a significant alternative in the 'midi' market. The irony of Seale's success in meeting the Europa design parameters is that by the time the vehicle is unveiled at the BCC show he will be working for that established Yorkshire innovator – Optare!

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BUS & COACH COUNCIL INDEPENDENT SECTOR

Regional Secretary: AJ Coxwell, MBE, 193 Overndale Road, Downend, Bristol BS16 2RQ Tel: 0272 568642

To - ALL MEMBERS AND FRIENDS:

The **Annual Regional Dinner Dance & Cabaret** is being held on **Saturday 25 November 1989** at **THE LANGSTONE CLIFF HOTEL**, Dawlish Warren. 7 pm for 7.30 pm (Tel No. 0626 865155)

TICKETS @ £15.00 EACH may be obtained from either: Mr D Tomlinson, Dawlish Coaches Ltd, Shutterton Industrial Estate, DAWLISH, DEVON EX7 0NH

Mr M Kinsman, HG Kinsman & Son Ltd, Russell Garage, Dunmere Road, BODMIN, Cornwall PL31 2QN

Mrs Louise Coxwell, 193 Overndale Road DOWNEND, Bristol BS16 2RQ

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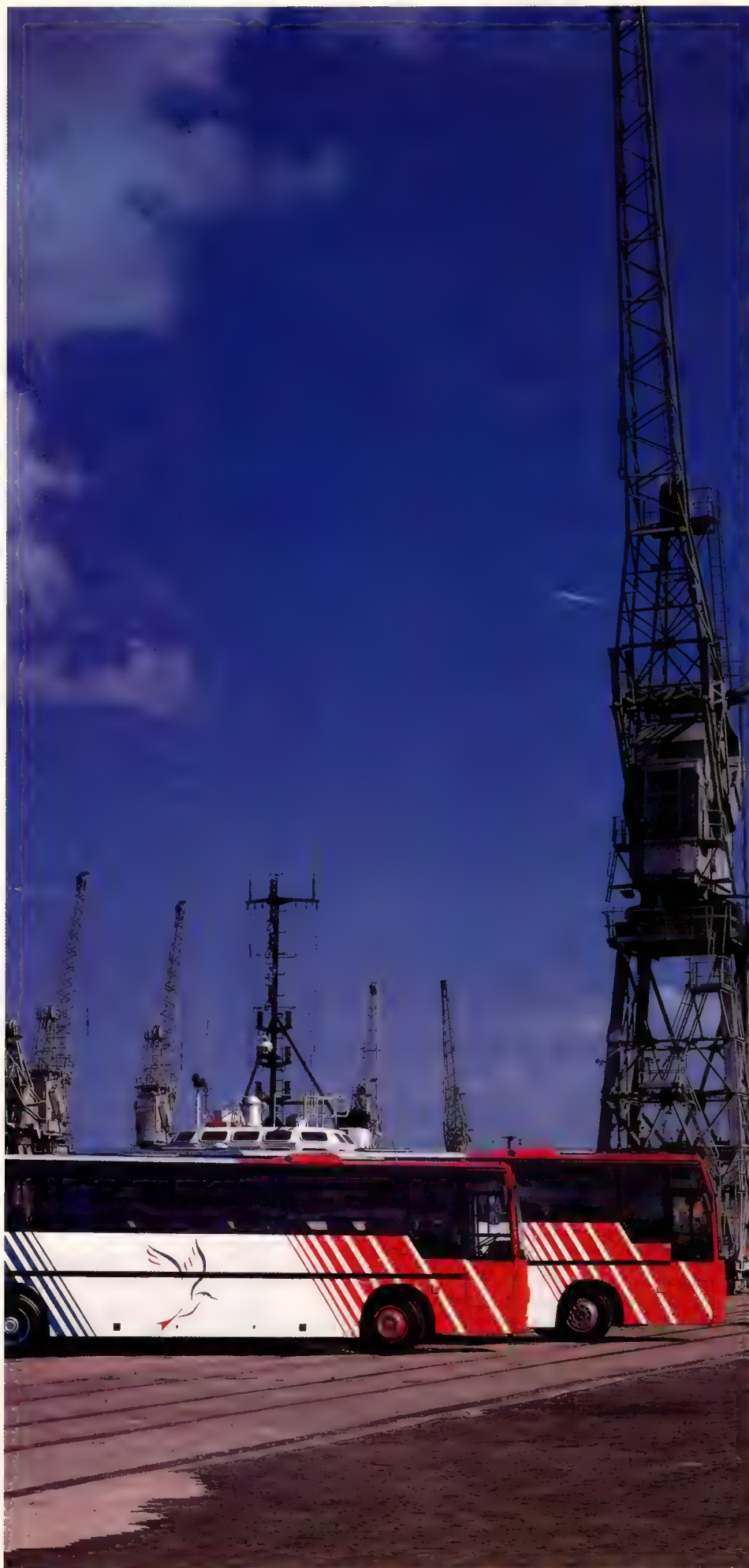
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DAVID TOMLINSON - Devon Area Chairman

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A Challenger to coach specification is seen alongside one of Europa's van conversions at its temporary workshop.

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A Mercedes in the orange livery on tendered service M20 in Killermont Street, Glasgow.

THE PROFESSIONAL APPROACH PAYS OFF

LESS than six years after starting with one minibus in Hamilton, Henderson Travel runs a fleet of 15 vehicles and has just moved its base to a prestigious new address – none other than Traction House, Motherwell, for so many years the headquarters of the Central SMT company.

Most of the expansion to date has been linked to deregulation. The overriding impression I gained from talking to John Henderson was one of sheer professionalism, a quality all too often lacking in smaller businesses in the bus and coach industry.

John and David Henderson started in December 1983 with a Mercedes L307D 12-seater. An L608D was added in 1984, followed by another L608D in 1985 and, as the business grew, their father was taken into the partnership.

The first three Mercedes were all were bought new and have proved very reliable. Work undertaken during the first couple of years was the usual mix of contract and private hire.

Professionalism is all too often lacking in the small business. Alistair Douglas finds a refreshing change as he visits Henderson Travel of Motherwell.

It was with the forthcoming abolition of the old licensing system that the Hendersons saw their opportunity.

In 1986, taking advantage of the relaxation of restrictions during the months leading up to D-day, they obtained road service licences for five new services. These were fairly unspectacular – a commuter service from East Kilbride new town into Glasgow, a couple of workers' services to the large Kelvin industrial estate in East Kilbride, another workers' service from the Philips' factory in Hamilton into Glasgow and an early evening journey from East Kilbride back to Hamilton – but dovetailed well with one another and with existing contracts.

The advantage of starting them earlier in 1986 was that it ensured an earlier return on the investment being made in preparation for deregulation than could have been achieved otherwise.

In the initial round of tendering Henderson's succeeded in winning two services. Before submitting the bids John Henderson made very careful studies of the existing services, travelling on them to observe loadings and glean as much information as possible about the needs of the passengers using them.

Thus he was confident that his prices would be competitive while ensuring that he would make a reasonable return. The two services gained were very

different.

The first was the M42 from Hamilton to Darvel where it connects with the Western Scottish service to Kilmarnock. This has its roots in a long service from Airdrie to Ayr inherited by Western SMT from Currie & Thomson in the 1930s and for many years had been virtually the sole link between the industrial and mining areas of North Lanarkshire and the Ayrshire coast.

In its heyday it had been operated with double deckers and on summer weekends and holiday periods heavy duplication had been required to meet the demand. The growth of car ownership had effectively killed this traffic and the service had been progressively cut back until it ran only between Kilmarnock and Hamilton.

Western had not registered it as a commercial service and Strathclyde PTE put the Hamilton-Darvel section out to tender.

The other service was the M24 between Halfway and



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Cambuslang in an urban area and connecting with Glasgow trains at Newton station. Unlike the M42 which runs only three times a day (four on Saturdays) it has a basic frequency of 30 minutes for most of the day.

From the start the Hendersons devoted their efforts to ensuring the success of these services. Enough timetable leaflets were obtained from the PTE to allow a door-to-door distribution throughout the areas served. In addition the usage of the services was carefully monitored and the Hendersons were soon able to recommend to the PTE improvements which could be made.

For example it was observed that there were a number of elderly people living in streets off the route of the M24 who had difficulty in reaching the bus stops. A suggestion that the service be re-routed to overcome this problem was quickly adopted.

A change of route advocated for the M42 was not accepted by the PTE as it might have led to some abstraction of traffic from a commercial service, something which the PTE is especially careful to avoid.

The proof that the initial calculations were right lies in the fact that both these contracts have been renewed when they came up for re-tendering. Henderson Travel has since tendered successfully for many other services, including several within the city of Glasgow.

However, although tendered services have made a major contribution to the firm's growth so far, John Henderson is not too sanguine about their longer term future, especially in the Glasgow area. He has a very high regard for the managements of both Strathclyde Buses and the Scottish Bus Group companies.



Rear view of the Seddon shows the new logo.

Strathclyde Buses, in particular, is showing that it can submit very keen bids by offering package deals or modifying or inter-working with existing services. This is seen as likely to make it more difficult for a smaller operator to compete.

Diversification is therefore being planned to reduce Henderson's reliance on this type of work.

During the Central Scottish drivers' strikes this year Henderson was one of a number of operators who provided temporary services (*Coachmart* 29 June) but, unlike most, Henderson's services did not continue after the strike.

Two evening journeys on service 31 (East Kilbride-Hamilton) had already been registered on a commercial basis to replace Central workings and the introduction of these was brought forward as a result of the strike.

A new workers' service from Hamilton to the Daks-Simpson factory in Larkhall was introduced in April 1989 and, a little later, services from Hamilton to East Kilbride's Kelvin industrial estate were revised and augmented as services 2/2A.

A new commercial service in

Hamilton, the 223/224 (Hillhouse circular), started in May to be followed in July by another serving the same district, the M7. The latter was not destined to last long as it conflicted with Central's new "Little Chief" services and was to be withdrawn again the following month.

August 1989 was a busy month, with five new tendered services and one commercial service starting. The tendered services include two Interlink services feeding traffic to the rail service from East Kilbride to Glasgow and formerly operated by Central.

The commercial service is the 71 (Strathaven-East Kilbride) which is one of several services being withdrawn by Kelvin Central following a reappraisal of all their services in Lanarkshire. A factor in the withdrawal of the 71 is the loss of Kelvin Central's Strathaven school contract to Henderson but the review is continuing with the likelihood that other services may be withdrawn and, needless to say, John Henderson is keeping a close eye on the situation to ensure any opportunities are grasped.

As the business has grown the fleet size has increased – although possibly not by so much as might be thought from the number of services operated as careful planning has ensured excellent vehicle utilisation. The three original vehicles are all still in daily use.

The fleet now consists of 14 Mercedes, the 309, four 608, eight 609 and an 811. There is also a 49-seat Seddon Pennine leased from SBG Engineering and other full-size vehicles are hired from SBGE when required. John Henderson is enthusiastic about the Mercedes marque which has served him well from the start. He had a

Ford Transit for a short time and has tried Fiat/Caetano and VW LTSS/Optare demonstrators.

Until recently a Talbot 12-seater was owned but this has now been sold (through an advertisement in *Coachmart*, which John Henderson considers to have been very effective) to allow standardisation on the German product and, of course, minimise spares holdings.

Henderson is a little wary of operating larger vehicles as he feels there are far too many of them around taking on work at ridiculously low prices. However, if his expansion plans are to come to fruition, he will probably need at least one fairly soon.

Ideally he would like another Mercedes but the cost could not be justified. The use of Mercedes running units in the Setra appeals but he will probably go for a Volvo BIOM.

Reference has been made to plans for diversification. Henderson Travel is already prominent in the business travel field with good contacts and a reputation for reliability. The intention now is to broaden the operation still further.

Further commercial services will probably be introduced as and when opportunities are perceived. Henderson has no wish to become involved in confrontations with other operators, preferring to live in harmony with them.

He has no time for those who duplicate an existing service to cream off the most profitable traffic. Any new commercial services introduced will, like those already started, be designed to fill a real need, be it replacement of a facility being withdrawn by someone else or the creation of something entirely new.

Schools contracts have been avoided in the past because it was felt that damage to the vehicles could outweigh any profit to be made from this work. However a few contracts have now been taken on. Bids were made only after observations of the behaviour of the children on the buses had indicated that problems were unlikely.

Another area being actively explored is the leisure market. Here again the Hendersons have no intention of becoming involved in areas of cut-throat competition but will be looking for areas where good and



A leased Seddon in Hamilton bus station on local service 226 during the Central drivers' strike.



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PROFILE

reliable service is adequately rewarded. As I understand it the thinking at the moment is that this is more likely to be in the field of organising overseas trips for groups than in, say, holidays in the UK.

At the beginning I commented on the impression of professionalism given by Henderson Travel. This is apparent from the first telephone call to the firm, which is dealt with pleasantly and efficiently by a young lady who, I was surprised to discover, has not only an all-types PSV driver's licence but also a CPC and is studying for her CIT.

When I commented on this to John Henderson he replied that his policy was to encourage further education and training wherever possible. He himself was a production engineer before setting up his present business and has obviously successfully transferred the skills he acquired then to his new calling. His brother has a degree in business studies and his father was a senior administrator and accountant with the Lanarkshire Health Board.

A vital tool of the business is the computer installation. Initially an Apple was used but now everything runs on IBM hardware. Payroll and accounts are processed on a Sage package and Wordstar is used for word processing. However the key to all the planning and control of the business is a series of programs Henderson has developed himself using a Supercalc IV spreadsheet.

Henderson attaches great importance to marketing. Glasgow advertising consultant Levy McCallum Ltd, which was responsible for the Scottish Citylink livery and logo, is engaged to advise on vehicle liveries and promotional material. Again this is seen as money well spent.

The vehicles look smart in a white livery with blue trim. The precise layout is tailored to suit the individual vehicle but the logo and the blue colour are consistent and appear also on letterheads and promotional material.

Henderson is also particular about ensuring his buses carry clear destination displays – proper blinds wherever possible, otherwise well prepared slip boards. Buses travelling to Darvel on the M42 usually display "Kilmarnock".

A small point perhaps, but it



An earlier Mercedes in the old livery in Rutherglen on service M19.

does advertise the through facility at no extra cost.

The initial door-to-door distribution of timetables for the first tendered services has already been mentioned. This was followed up by having Henderson's own leaflet printed for the M42.

I was particularly interested to note that, during the Central drivers' strike, when this was the only service linking Strathaven with Hamilton, a stock of these leaflets was placed in Strathaven post office drawing attention to the existence of the service.

Setright ticket machines are normally used. Henderson is interested in the Wayfarer machines, both for the improved information and control they would give and for the possibilities he sees for feeding data straight on to his computer. However the software needed for the system is rather expensive for his present scale of operation.

On the Glasgow services

exact fare operation is employed with the money deposited in sealed cash vaults in the same manner as Strathclyde Buses. This greatly reduces loading times and, as passengers there are already used to the system, no problems are experienced.

Another important factor here is the increased security. Some of the Glasgow routes pass through difficult areas where drivers have already been attacked and robbed.

A similar consideration is responsible for another unusual feature of Henderson's operations on these routes. Several buses are painted in a rather anonymous version of the former PTE (and current Strathclyde Buses) orange.

This seems at odds with the use elsewhere of the firm's carefully thought-out livery. The reason is it has been found that the buses have been targets for vandals, not so much on the vehicles as by the roadside.

It is felt that the overall

orange gives them a lower profile making them less susceptible to attack.

Fifteen people are employed full-time and another five are regularly used on a part-time basis. Some difficulty is experienced in finding the required number of drivers who are up to the standard required and a fairly high turnover is experienced. Finding and keeping drivers for the Glasgow routes referred to above is obviously particularly difficult.

Henderson places great emphasis on reliability and, whatever problems may arise, always strives to ensure that all the services run consistently.

In the future further expansion seems assured, but only in a carefully planned manner. It should be clear to the reader by now that Henderson Travel has always researched any new venture thoroughly before committing resources to it.

Henderson Travel's operations are all accurately costed. On occasion marginally-costed work may be undertaken but only if it utilises a vehicle which would otherwise be idle and contributes to overall profitability even if not recovering full overheads.

In many ways, speaking to John Henderson is very like I imagine a conversation with Marksman would be. It therefore came as no surprise when he introduced *Coachmart's* correspondent into the discussion with the comment that he reads him regularly and invariably agrees with his opinions. ■



On the M9 in Easterhouse is another orange Mercedes.

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IT is all too easy to be critical – and I suspect that some readers of this column may feel it is a bit light on constructive comment.

I now plan to redress that balance by promoting a long overdue revision of the laws relating to vehicle inspections.

I have actually taken some informal soundings of both operators and those concerned with enforcement and, generally, this suggestion has been received with enthusiasm.

At present only authorised Vehicle Inspectors have the power to issue either immediate or delayed prohibitions on the use of a PSV. For less serious defects, they may issue an advisory defect notice.

These powers are, to all intents and purposes, the same whether they are used at the time of an annual inspection or in the course of a spot check. As I have mentioned previously, there is a suggestion that certain police officers may also be given powers to prohibit the use of a PSV where it poses an immediate safety risk.

Included in this possible extension of the law is a requirement that to 'clear' a prohibition the vehicle will have to undergo a full annual examination at a test centre. (It is to be hoped that it will be possible to get space booked at an early date and that, on passing, the vehicle will be issued with a one year 'pass' certificate.)

The issue of prohibitions is a matter which Commissioners have to take into account when considering the renewal, continuation or curtailment of the operator's licence. There are well chronicled instances of prohibition notices being issued where vehicles are clearly not in use, e.g. while laid up or undergoing repairs.

The justification for this is said to be that if a vehicle was not in a fit state for use at the time of inspection the inspector has no option but to issue the prohibition notice, for not to do so is to give tacit approval to the vehicle's use.

In the face of this sort of reasoning, one wonders whether operators will wish to avail themselves of the experimental facility to test brakes on the rolling roads at HGV test centres if the possible reward for so doing is to collect a prohibition.

Credibility

It therefore seems that there is too wide a credibility gap

My plan to simplify those prohibitions



between the punishment of prohibition and politeness of advisory defect notification. For the law requires a vehicle to be 100 per cent all the time and does not recognise that, even with impeccable maintenance, a road spring will be sound one instant and fractured the next; that bulbs will cease to function; windscreen wiper motors will burn out; a mirror glass will get broken by a passing lorry; a brake expander may suddenly seize or any of 101 things can happen, which technically, gives rise to the risk of a prohibition notice on the vehicle and the stigma and expense of a public inquiry for the operator.

While one fully accepts that the target should be 100% perfection at all times, to attempt to enforce this as an absolute requirement is to ignore the fact that fair wear and tear, accident damage or component failure is inevitable.

To require a vehicle to be submitted for a full annual type inspection when a defect of this nature has been detected is arguably a waste of both operator and enforcement agency resources and smacks of

simply not trusting the operator to generally maintain vehicles, or even to be responsible enough to repair the item which is the subject of the prohibition before further using the vehicle.

I find this implication that operators are villainous rogues who are not to be trusted to effect a repair highly offensive. As licence holders we have to be 'of good repute': surely someone of such standing should be seen as trustworthy enough to rectify a defect? If he is not, should he be permitted to operate at all?

My proposal is therefore one of a halfway house – one which I like to call a 'Certified Defect.' It would work thus: If, on inspection by a vehicle inspector or a police vehicle examiner, defects are discovered which gave the impression that the vehicle as a whole was badly maintained, a prohibition should be raised as at present, with an inspection being required to clear it.

But where the defect was one that such severe action was not merited, yet it was too serious for an advisory notice, a 'Certified Defect' notice would be appropriate.

Certified

I suggest the term 'certified' because the essence of this idea is that the operator or his representative would sign the defect notice certifying that the fault would be rectified before the vehicle was used.

As with a prohibition, a certified defect could be immediate or delayed,

depending on the circumstances; but there the similarity would end.

For the operator would be under a duty to honour the certified promise to repair. Failure to do so should incur severe penalty and, indeed, bring into question his good repute – but otherwise the issue of a certified defect notice should have no disciplinary connotations whatsoever.

This would allow operators to use test station rolling roads without fear of prohibition, to feel more relaxed about discussing any maintenance problems with the inspectorate and to not feel under constant risk of sanctions for trivial or unavoidable matters.

And yet the vehicle examiners would have the ability to ban the use of a vehicle which, at the moment they saw it, was unfit for use; whether with a cracked or broken screen, or parked up awaiting workshop attention, or as a result of spot or formal testing.

Levels

It may be that three levels of notification of defects is rather burdensome on the vehicle inspectorate. A year or two ago there was a suggestion that the giving of advisory defects could be abandoned.

The industry argued for its retention, fearful that it might otherwise result in more prohibitions being issued. While I think that a three-tier system, with a certified defect bridging the ridiculously wide gap between advisory and prohibitory is to be desired; if simplicity of administration requires but two levels then advisory items could well be treated as certified defects.

Comments from operators, the vehicle inspectorate and Traffic Commissioners would be welcome.

The implication that operators are villainous rogues not to be trusted to effect a repair is highly offensive.



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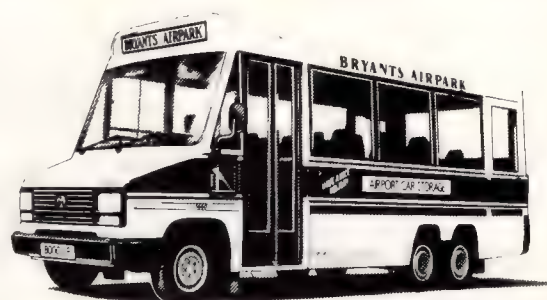


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Vehicle upgrade for Ensign bus

Ensignbus of Purfleet has upgraded the vehicles used on one of its London Regional Transport contracted services.

Pictured is the first of 10 Alexander bodied Leyland Olympian double deckers to be placed on service 252 from Gidea Park via Romford to Collier Row. The Olympians are

the first for Ensignbus with Cummins L10 engines, and represent a departure for the operator's predominantly Gardner engined fleet, although it is no stranger to the ZF gearbox.

The 79 seater one door vehicles feature Diptac type fittings and are 13ft 8in high.

DAF double

Two Caetano Algarve bodied DAFs have been supplied to Tenby Coaches, Pembrokeshire. Although mounted on different chassis they share similar body specification.

The 3.55 metre high-floor Algarve is based on DAF SB3000 DKV integral module. It is equipped with 49/53 recliners, courier seat, centre sunken demountable toilet with centre continental door, tinted side windows with full draw curtains, video equipment and radio/PA/cassette system, hot and cold drinks facilities.

DAF MB230 LB chassis provides the basis for the 3.35 metre coach. Both were supplied by Salvador Caetano (UK) Ltd.



Just perfect for Parfitt

Newly-acquired by Parfitt's Motor Services Ltd, is this dual-purpose 49 seat ECW/Bristol RE.

Destined for use on local service between Bargoed and Merthyr Tydfil the 14-year-old vehicle came from Stagecoach Holding's East Midland operation. It joins a number of similar buses in the Parfitt's fleet, which is based at Rhymney, Gwent.



FLEET UPDATE



Charisma classic

▶ Ensign Bus and Coach Sales Ltd has supplied this Charisma to Hamilton's of Uxbridge.

Fitted with 49 seats, toilet, and factory-fitted air conditioning, the new coach is powered by the Mercedes Benz OM442 engine. It is the second Charisma to join Hamilton's this year.

Aubrey Martin, managing director of Ensign Bus and Coach Sales Ltd, said: 'All new Ensign Charismas are fully covered by Mercedes Benz warranty'.

Fifth for K-Valley

▶ Working mini-coach operator, K-Valley, has added a fifth vehicle.

Its new Freight Rover joins three other similar 16 seaters (acquired in consecutive years), and a 12 seater 1984 Ford Transit.

Each Freight Rover was converted by Colin Taylor of Crystals Luxury Conversions of Dartford, Kent.



Viking gets new duo

▶ This Plaxton bodied Volvo B10M Mk III is one of two new coaches to join the fleet of Viking Tours and Travel Ltd this year. It is fitted with 53 reclining seats, carpet and curtains.

Viking, a subsidiary of Stevenson of Uttoxeter Ltd, operates a 15 vehicle fleet on an extensive programme of day excursions and coach holidays from its Woodville garage, Burton-upon-Trent.



Bevy of Bristols



▶ This is one of six Bristol VRT double deckers supplied to Crosville Wales.

The order was supplied by Martin (Bus & Coach Sales) Ltd, Middlewich. Two of the VRs are of 1970 vintage, while

the others are five years younger. Strangely, while all the buses emanate from former NBC companies, two had previously operated for Crosville Wales!



BERKHOF is back! The innovative Dutch company is returning to the UK after an absence of two years – and there are several mouthwatering delights for British coach operators to get their teeth into.

AVE Berkhof has been set up in Britain specially to sell coaches and parts by Q-Line subsidiary Alder Valley Engineering.

And the company invited *Coachmart* to see the Berkhof Excellence range being built in Holland prior to the official relaunch at the BCC's Bus and Coach 89 exhibition later this month at Birmingham's NEC.

Right-hand drive coaches will be on display – a MAN short-wheelbase 33 seat midi coach, a 12 metre Volvo single deck coach and a double deck coach also on Volvo chassis.

Berkhof and AVE established their relationship in January this year, AVE gaining the sole UK agency from June in preparation for selling the Berkhof range from January 1990. Peter Rigby, formerly of Leyland (and briefly MCW) is heading the sales initiative as commercial director.

Rigby has a cautious approach to sales prospects for 1990. He said: 'Our aim is modest. The coach market is currently facing a difficult period and we are not forecasting enormous sales'. Erik Vanlauwe, sales director for Berkhof, confirmed the advantages of this cautious attitude.

ABOVE – Two contrasting products on display outside the Berkhof factory. The Mercedes chassis has an Excellence 2000 body of the type to be sold in the UK. However, the Italia 99 body is completed for Volvo on B10M chassis, and is only for sale on the European mainland (except Italy, where a local manufacturer builds the body).

RIGHT – During the preview visit Berkhof provided this MAN 11.180, which is similar to the Excellence 1,000 destined to challenge the UK midi-coach market.



BERKHOF IS BACK!

News that Dutch luxury bodybuilder Berkhof is returning to the UK has set the coach industry buzzing. Staff writer Mike Morgan travelled to Berkhof's factory in Holland to find out just what makes the marque special.

Vanlauwe said: 'We want a small, slow start to keep quality ... we are flexible enough to meet individual customer requirements. Coach building is a highly specialised activity for a

low volume market'.

There are currently over 300 Berkhof bodied coaches on the road in the UK sold by previous agents Ensign. The last examples were two double-

deckers for Thomas Coaches, Tonypany. Vanlauwe said: 'We have no further relationship with Ensign'. This signals the fact that AVE Berkhof's Aldershot base has total responsibility for parts back-up for existing as well as new vehicles.

During my preview visit to the Valkenswaard factory in Holland, I saw the modern production techniques in the 10,000 sq metre building which was completed in January 1989. Production uses the line method, bare chassis starting on one of the six lines available and emerging at the other end as a complete vehicle. Production of a complete coach takes six weeks, giving a potential output of 300 per year.

The welded steel frame receives electrostatic anti-corrosion treatment. The stretched side panel is bonded to the frame, and bonded side windows are standard. The one piece roof panel is welded in place for strength.

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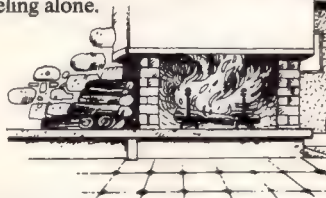


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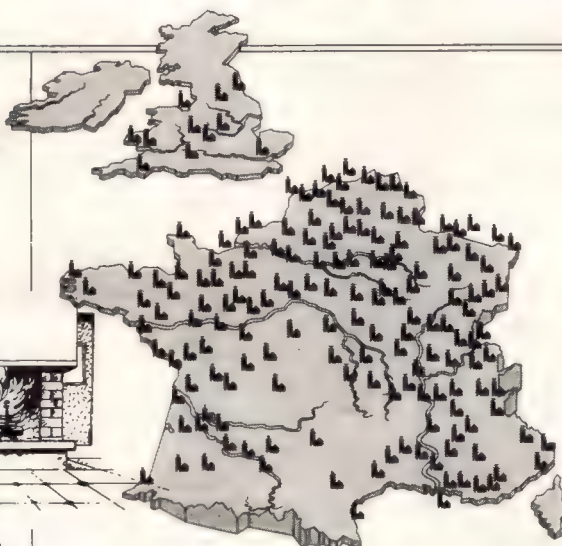
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1987 B10M, Plaxton Paramount 3500****, 49/53 recliners, double glazing, centre continental door and sunken toilet, auto gearbox + integral retarder. £90,000

1986 B10M Plaxton Paramount 3500****, Fully automatic gearbox and integral retarder, 49 reclining seats, brown interior, cream/red exterior, MoT 3/90. £78,500

1985 B10M Jonckheere Jubilee P50, 53 recliners, crew seat, power door, armrests, radio/tape, alloy wheels. £65,800

1983 B10M Plaxton Viewmaster GT, 49 recliners, rear sunken toilet and continental door, driver's bunk, fawn/orange moquette. £44,500

1983 B10M Duple Caribbean, 48 recliners, rear sunken toilet and continental door, underfloor lockers, MoT 4/90. £48,500

1981 B10M Plaxton Supreme IV, 48 recliners, side lockers, rear saloon toilet, power door, radio/PA, Telma retarder, exterior red/white, MoT 6/90. £37,500

LEYLAND

1988 Tiger Cummins 290 Duple 360L, 55 seats, rear continental door, skidcheck, Telma retarder, power door, underfloor lockers, fog lamps, radio/PA, grey soft trim interior, exterior red/gold, MoT 4/90. £69,500

1985 Royal Tiger Doyen 260, Telma retarder, Autolube, 49 reclining seats, crew seat, centre sunken toilet and continental door, provision for TV/video, coffee machine, MoT 10/89. £55,000

1984 Royal Tiger 245, ZF 6 speed gearbox, Plaxton Paramount 3500, 49/53 seats, demountable toilet, radio/PA system, power door, brown stripe moquette, exterior white. £53,750

1984 Royal Tiger 245 Van Hool Alizee Super High, 53 reclining seats, crew seat, centre toilet demounted, radio/cassette/PA, TV/video, curtains, Telma, automatic lubrication. £62,500

1983 Tiger Duple Caribbean, 50 recliners, continental door, Telma, driver's bunk, double glazing, fridge, MoT 4/90. £43,500

1982 Tiger 245 Plaxton Supreme V, 53 E-type seats, power door, tinted windows, Eberspacher heater, red stripe moquette curtains, radio/PA, 5 speed semi-auto gearbox, MoT 11/89. £35,000

1981 Leopard Willowbrook 003 coach, 53 seats, express doors, Webasto, Telma retarder, autumn interior, MoT 11/90. £17,500

BEDFORD

1982 0303 Jonckheere Bermuda, 49 recliners, crew seat, power door, radio/tape/PA, centre sunken toilet, continental door, tinted windows, curtains, OM422 V8 engine, ZF 6 speed gearbox, exterior silver/blue/maroon, MoT. £32,000

1982 0302 Plaxton Supreme IV, 32 recliners, 8 tables, toilet, kitchen at rear, fridge, MoT 1/90, exterior white. £35,000

MERCEDES

1986 YMP/S, Plaxton Paramount 3200, 30 recliners, rear saloon toilet, single seat drinks dispenser unit, wired for video/TV, exterior silver/blue, MoT. 7/90. £47,000

1983 (A) PJK Plaxton Supreme, 29 seater, power door, radio/PA, side lockers, interior trim red, exterior white, new MoT. £25,500

1983 (October) YNT Duple Laser, 53 seats, power door, radio/PA, side lockers, heated windscreen, driver's locker, one owner from new. Choice of 4. £34,500

1982 (Y) YNT Plaxton Supreme V, 53 seats, power door, radio/PA, side lockers, brown/gold stripe moquette, MoT 10/89, exterior white. £22,500

1982 YNT Duple Dominant II, 53 seats, power express doors, radio, red moquette, exterior cream/green. £23,250

1979 YMP Duple Dominant III, 53 seats, power door, side lockers, radio/PA, choice of 3. £11,500

DAF

1985 SB 2300 Berkhol, 49 reclining seats, Webasto heating, toilet, Telma, radio, PA cassette, continental door, power door, blue interior, white exterior. Choice of two. £46,500

1983 SB2300 Plaxton Paramount 3200****, 47 recliners, centre sunken toilet, Webasto pre heater, Blue Spot radio/PA/cassette, curtains, TV monitor, exterior grey/blue, MoT 7/90. £48,500

AEC

1980 Reliance 760 Duple Dominant II, 53 seats, power door, side lockers, radio/PA, exterior white/blue, MoT 1/90. £17,500

1978 Reliance 760 Duple Dominant II, 57 seats, 12 metre, power door, radio/PA, side lockers, brown moquette, exterior brown/orange, MoT 11/89. £13,500

FORD

1982 R1114 Duple Dominant II, 53 seater, brown moquette, usual extras. £17,500

1980 R1114 Plaxton Supreme Express IV, 53 seats, radio/PA, side lockers, Telma retarder, exterior yellow/white/black, MoT 9/89. £14,500

SEDDON

1975 Pennine Plaxton Elite III, 57 seats, power door, radio, side locker, brown moquette, MoT 8/90. £6,500

BUSES

1982 Bedford YMT Duple Dominant Bus, 63 seats (13+2 seating), Treadmaster gangway, cab door, exterior red/cream/black. POA
1982 Bedford YMO/S Maxeta Bus, auto gearbox, 37 moquette trim seats, 12 standees, new MoT. Choice of 2. POA

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Spray painting (with five-year warranty) is done at an intermediate stage before windows and interior are fitted, thus saving the need for extensive masking.

The plant employs 320 predominantly skilled workers. There was a very high level of activity on the modern lines during my visit. Bodies were in build on Volvo, Mercedes-Benz, DAF, Scania, MAN and Renault. Vanlauwe said: '50 percent of the output is on Volvo'. He claimed that Berkhof had a particular strength in the double-deck market, with output being doubled to one per week on either Scania or MAN chassis.

Berkhof operates a policy of buying chassis, then selling a complete vehicle. However, Rigby said: 'We will consider orders on any chassis', and he added, 'we can be very competitive with 3.3 or 3.55 metre 53/55 seat coaches in the UK'.

Rear engined chassis start by having the centre section replaced by a welded steel framework, which maximises available space for luggage accommodation, while retaining strength. This feature on the MAN midi-coach for the BCC show gives 5.5 cubic metre capacity. The 8.85 metre coach will be an example of the Berkhof Excellence 1000 on MAN 180HOCL with turbocharged 6.59 litre 180bhp MAN engine driving through a ZF S6-36.

A one piece windowless rear GRP moulding is offered as standard on the Excellence body, which on mid-engined chassis, does not even provide a rear boot door!

Operators may specify a rear-window as an option, but access to the rear boot is by side flaps only. Berkhof claims this arrangement gives a large clear area for promotional lettering or stylised livery application, while being easier to clean. Vanlauwe said operational experience had shown that side access to the luggage compartment also meant the area was better protected from dirt and water.

The Excellence range includes 1000 and 2000 models to 3.55, 3.7 or 4 metre heights. 1000 signifies a single windscreen, whereas 2000 indicates that the windscreen is split horizontally. Heights are identified by a model code with H for highfloor, and L for low driver.



Awaiting glazing and interior fitting is the first right-hand drive MAN/Excellence 1,000. The standard one-piece GRP rear has been adapted to facilitate engine access and ventilation. On completion the coach will be displayed by AVE Berkhof stand at the BCC show.

A low driving position is featured on the Volvo 12 metre B10M Mk III chassis of the second BCC exhibit. This will have a 2000 body to 3.55 metre height and 49 seats. The specification includes centre toilet and continental exit. Standard specification lists Vogel Quadro 3000 seating, electric adjustable/heated mirrors, and electric sun blind on the top screen.

Berkhof incorporates innovative design features in many of its products. Where drivers' sleeping compartments are specified they are fitted over the front axle with access behind the courier seat.

The sleeping berth is arranged longitudinally to give the sleeping co-driver a better

ride. During our factory tour we saw an example of a high floor Excellence on Volvo chassis with the rear sunken toilet and galley in the traditional luggage boot area. This arrangement combines with continental door, gently inclined seat platform and central steps to the level aisle to give maximum seating capacity.

Also in build were the first examples of left-hand drive 3.7 metre bodies with ultra-low driver positions, placing the driver completely under the floor. Berkhof claims that 60 seats can be accommodated on such a 12 metre coach.

There are some potentially interesting prospects if Berkhof becomes established in the UK. Berkhof, established in 1970

when the family split from Bova, now has a turnover of nearly £30 million.

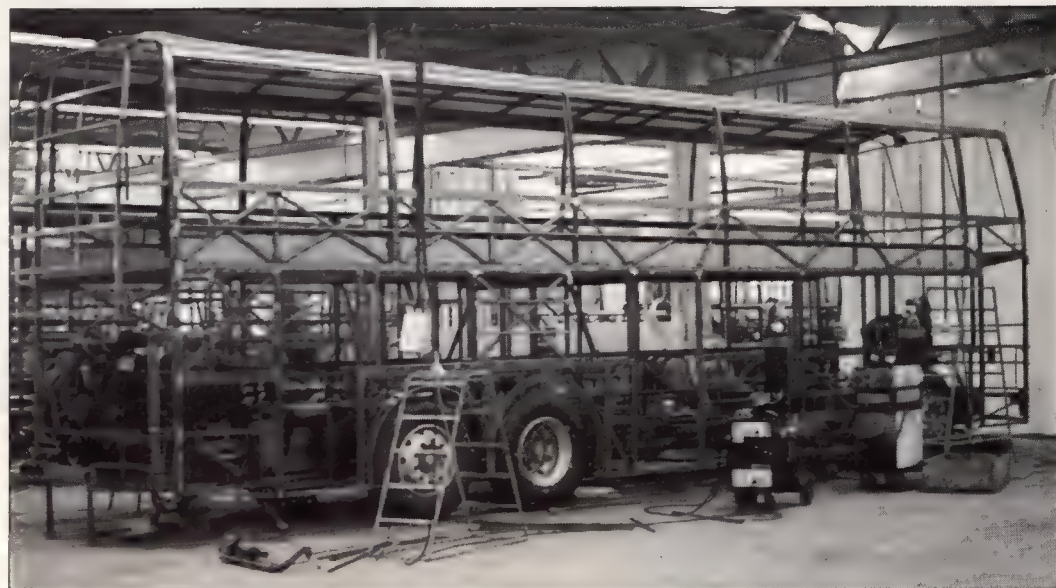
On January 1 1989, it bought the Hainje bus body builders from Stork. Hainje body city and intercity buses on DAF, Volvo and MAN. Having 40 percent of the Dutch bus market, Hainje has not only achieved its first exports to Belgian companies, but is developing an integral city bus with a 34 cm floor height. The prototype with MAN/Voith units will be ready in December.

AVE Berkhof maintains a cautious approach to the possibility of importing Hainje products. The agency agreement does cover both Berkhof and Hainje, and Rigby did suggest that there may be a niche for the MAN midi with bus bodywork.

Berkhof already has a potential market base with its existing UK users. Although the market is nowhere near the levels that enabled Ensign to sell over 300 Berkhof bodied vehicles, the AVE target of 40 orders for 1990 could be achieved, given the Berkhof philosophy of providing a quality product tailored to the customer's requirements.

In 1989 the Valkenswaard factory will produce 275 coaches, exporting to Belgium, France, Norway, Sweden, Luxembourg, and Iceland.

There is an attractive line-up from the 33 seat midi to the 76 double decker. Rigby expects AVE to sell 10-12 MAN midis, 6-12 double-deckers and the balance comprising 1,000 or 2,000 single deckers.



An Excellence 2000HD double-decker on Scania chassis under construction at Berkhof's new Valkenswaard factory.

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 **Kässbohrer**



Bootiful... a taste of rural Norfolk as 'Parson Woodforde' offers a slice of pie.

Show venue

WEMBLEY Conference Centre is venue on January 18 for the annual South East England Excursions promotion, which last year attracted over 1,500 visitors.

The emphasis of Excursions '90 is very much on day excursions, centred on London and the south-east.

Scots best

ARANGE of attractions, from fishing to food, birdwatching to Ben Nevis, is included in the latest list from the Scottish Tourist Board.

A large number of promising weekend breaks and holidays are detailed, many at competitive prices. For a copy of the list contact the STB on 031 332 2433, Fax 031 343 1513, or write to them at 23 Ravelston Terrace, Edinburgh EH4 3EU.

Talking sign

CHESSINGTON'S World of Adventures has built a novel attraction to its new 3-acre development... a talking sign.

The 30-foot hoarding senses the approach of a customer then announces the forthcoming theme park rides due to open in 1990.

Brits give up in winter

WINTER holidays are still considered an impossible dream by the British tourist industry, says a new survey from the Operation Off Peak campaign.

Advertising in the five months from November to March is usually cut by seaside resorts, and there is little confidence that visitors can be

enticed to a winter break in Britain.

'There are so many documented success stories on off-peak marketing in British tourism that there is no excuse for not trying harder to achieve nine, 10 or even 12 months demand,' said Operation Off Peak co-ordinator Chris Martins.

Tours offer discount

OPERATORS running trips to Alton Towers theme park in north Staffordshire, are already keen on a new discount scheme launched only a fortnight ago.

The Exclusive Coach Operators' Card offers discounts on passenger entry, together with discounts and free familiarisation trips for operators and drivers. Already, 205 operators have applied for the card.

'The ECO card system will, operate only until November 5,'

said travel trade manager David Thornton.

Thornton expects the benefits of ECO card membership to be improved still further during 1990.

Details of the ECO card are from Alton Towers on 0538 702200, or Fax 0538 702918.

City's history on show

LANCASTER Tourism is to repeat this year's Legacy Festival - a 10-day event which attracted 8,000 tourists to the historic city.

The festival featured actors in full period costume portraying significant events in the city's history. Lancaster Tourism is at White Cross, Lancaster LA1 4XQ, tel:0524 62530.

Back to the 18th century

HISTORIC Norfolk diarist Parson Woodforde is helping to promote a banqueting weekend in Norwich, on November 24 to 26.

The famous preacher died in 1802, but his spirit and diaries live on and are to be used to set the scene of Norwich back in the

18th Century. Street entertainers and a Parson Woodforde character in full period costume will re-create the flavour of that era long gone.

Prices for the weekend start at £79 per head all-in, and details are from Marian Randell, on 0603 662661.



Westbourne rapped over maintenance

CORNISH coach operator Westbourne Motors (St Austell) Ltd has had its knuckles rapped, by the Western Traffic Commissioner, Major General John Carpenter, over standards of vehicle maintenance and the supervision of its operations.

The company had been called before the Commissioner at disciplinary proceedings in Truro in the light of prohibition notices imposed on its vehicles and convictions recorded against it.

On July 26 it had been convicted by St Austell Magistrates of one offence of failing to display a PSV operator's licence disc, one offence of having no first aid kit on a vehicle and one offence of using a vehicle without a Certificate of Initial Fitness, being fined a total of £340.

On August 9 the company was convicted by Liskeard Magistrates of one offence of not having a fire extinguisher on a vehicle, one offence of not having a first aid kit on a vehicle, one offence of using a vehicle without a Certificate of Initial Fitness, one offence of failing to display a PSV 'O' licence identity disc, and one offence of employing a non PSV driving licence holder to drive a public service vehicle, being fined a total of £450.

Department of Transport vehicle examiner Mr Michael Pike said the company's operating centre, Tregrehan Garage, St Austell, was adequate in terms of both accommodation and equipment, for the 17 vehicles being operated. However, between January 19 1988 and April 1989, 12 prohibition notices had been imposed on the company's vehicles.

The condition of vehicles examined during a maintenance investigation in April was satisfactory, but that was to be expected as the company had been given two weeks notice, enabling them to work on the vehicles beforehand. The premises and equipment were up to standard, but inspection records were not available as

they should have been.

Questioned by Mr Robert Waddell, for the company, Mr Pike agreed that only five vehicles had been involved in the prohibitions, and that four of the 12 prohibition notices had related to the same vehicle. He said the defects found all indicated a lack of adequate maintenance.

Mr Waddell said the convictions related to two incidents, both of which occurred on the same day. A driver booked to collect handicapped children was concerned that they would be kept waiting when the clutch cable on her vehicle broke. Consequently, she had gone into the office and taken the keys of another minibus, a self-hire vehicle, which did not have a PSV operator's licence identity disc and which lacked a fire extinguisher and a first aid box. She had done it 'off her own bat,' without reference to the foreman or the person in the office, out of her concern that she should fulfil the company's obligations.

The same day a driver had been called in at short notice to collect four people. He was a salesman and he was not the holder of a PSV driving licence.

Realised

He had not realised he required such a licence because the vehicle he had taken out, again a self-hire minibus, had been adapted to carry more than eight people.

Mr Brian Clarke, a director of the company, said it had been founded in 1947. The convictions had stemmed from incidents when he was out of the county and the foreman was out collecting schoolchildren.

Equipment such as fire extinguishers and first aid boxes were now duplicated on the vehicles and all the company's drivers had been instructed not to take any vehicle out other than their own without first getting permission.

He assured the Commissioner that he had tightened up the supervision procedures and that as a result of recent changes, the

company now had a more responsible staff.

Mr Carpenter said he was prepared to accept that such things happened, but they should not happen in a well-managed operation. If either of the vehicles concerned had been involved in a serious accident, the company would have been in very serious trouble with the magistrates as well as with him.

Questioned about the company's lack of a qualified transport manager, Mr Clarke said that after the original nominated transport manager had left after 17 years to run his own operation, a replacement had proved unsatisfactory.

The company's foreman had the necessary Certificate of Professional Competence but because of his age he did not want to take on the responsibilities of transport manager. He himself was due to retake the examination to obtain a CPC in October, said Mr Clarke. If he failed, the company would advertise nationally for a suitable person.

Mr Carpenter said he would review the situation in mid-October, after Mr Clarke had retaken the examination. If he did not pass, and the company failed to get someone else who was qualified, it would be unable to continue in business.

Mr Clarke said he accepted that things had not been right with the maintenance of the vehicles. Steps had been taken to put matters right. The company now had a more competent maintenance staff and all the vehicles concerned in the prohibitions had since had new or reconditioned engines fitted.

The company had bought four new minibuses during the past two years and a fifth was due for delivery within days. It had also acquired a new double decker as he was anxious to win contracts from travel agents for continental work. The company did some self hire and local excursion work, but contracts with the local education and social services departments would remain its 'bread and butter' business.



WEEKLY REPORT

ON LAW

AND THE

COACH OPERATOR

By Michael Jewell

Taking no action, other than to record a warning, Mr Carpenter said the convictions affected the reputé of the company to some degree, but he did not think that they were sufficient to justify holding that the company or its officers no longer met the requirement to be of good reputé.

Woeful

What the convictions did indicate, however, was that there was a woeful lack of firm supervision at the time. It should not be possible for anyone to take out a vehicle that was not fit for the road or properly licensed for the task to be carried out.

He would exercise his discretion to allow time for Mr Clarke to pass the examination for a CPC in October or to obtain a new transport manager.

Mr Carpenter said he accepted that steps had been taken to tighten up the company's maintenance and supervision. He therefore did not feel it was appropriate to take any action against the licence other than to record a warning.

However, he would request that a further maintenance investigation be undertaken by the vehicle inspectorate within 12 months to ensure that the new arrangements were working satisfactorily and that the fleet was in good working order.

Salvador Caetano

USED COACH SELECTION

HEAVYWEIGHTS

1986 (D) DAF MB DKVL - DUPL 340, 53/55 recliners, rear O/S sunken de-mountable toilet, continental door, driver's berth, power door.

1986 (C) DAF MB DKFL - DUPL LASER II, 53 recliners, power door, Telma, tinted windows.

1986 (C) DAF - BOVA FUTURA FHD, 49 recliners, centre sunken toilet, continental door, courier seat, double glazed, boxed and wired for video, driver's berth, (choice of 2).

1986 (C) DAF SB2300 - LAG GALAXY, 53 recliners, courier seat, continental door, Webasto, tinted windows, radio/pa/cassette.

1986 (C) SCANIA K112 - JONCKHEERE P599, 51 recliners, centre sunken toilet, Webasto, Telma, double glazed, blinds, boiler, fridge.

1985 (C) VOLVO B10M GL - CAETANO ALGARVE 3.35, 51 recliners, courier seat, double glazed, rear O/S sunken toilet, continental door, berth, radio/PA/cassette.

1985 (C) DAF DKFL - CAETANO ALGARVE 3.35, 53 recliners, (re-trimmed), courier seat, Telma, continental door, tinted windows, curtains.

1985 (B) DAF - BOVA CALYPSO, 53 seats, power door, courier seat, radio/pa/cassette.

1985 (B) MAN SR280, 53 recliners, plug door, courier seat, double glazed, continental door, radio/pa/cassette.

1983 (Y) VOLVO B10M - BERKHOF ESPRITE 350, 47/49 recliners (re-trimmed), courier seat, centre toilet, continental door, double glazed, blinds, Telma.

1983 (Y) DAF DKTL - PLAXTON PARAMOUNT 3500, 51 recliners, courier seat, rear O/S toilet, continental door, berth, decorative curtains.

1983 (Y) LEYLAND TIGER 218 - Plaxton Paramount 3200, 53 seats, power door, tinted windows, radio/pa/cassette.

1983 (PP) DAF - BOVA EUROPA II, 52 recliners, courier seat, Webasto, box/wired for video, radio/cassette, wheel trims.

1983 (Y) LEYLAND TIGER 245 ZF - PLAXTON PARAMOUNT 3500, 49 recliners, courier seat, double glazed, plug door, berth, rear O/S sunken toilet, continental door, drinks machine, boxed and wired for video.

1982 (Y) DAF DKTL SMIT EURO HI-LINER, 45 seats, courier seat, plug door, centre sunken toilet, centre continental door, fridge, curtains, radio/PA, wheel trims.

1982 (PP) DAF DKTL - PLAXTON SUPREME V, 48 seats, Telma, rear N/S saloon toilet, tinted windows, curtains, servery.

1982 (X) LEYLAND TIGER 218 ZF - PLAXTON SUPREME VI GT, 51 recliners, power door, double glazed, Bristol Dome, side locker, soft trim, radio.

1982 (X) LEYLAND LEOPARD ZF - DUPL DOMINANT II, 53 seats, radio.

BEDFORD/FORD

1987 (D) BEDFORD YNV - CAETANO ALGARVE, 57 seats, power door, side lockers.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 52 seats, power door, N/S/R saloon toilet, servery, boiler, boxed and wired for video, curtains, radio.

1986 (C) BEDFORD YNV - PARAMOUNT 3200, 53 recliners, radio, Webasto.

1984 (A) BEDFORD YNT - PARAMOUNT 3200, 53 seats, power door, radio/PA.

1982 (X) FORD R1114 - DUPL DOMINANT IV EXPRESS, 49 seats, tinted windows, side lockers, SBG front, (choice of 2).

1979 (V) BEDFORD YMT - DOMINANT II EXPRESS, 53 seats, power doors, curtains.

1979 (V) BEDFORD PJK - DUPL DOMINANT, 29 seats.

1979 (T) FORD R1114 - SUPREME IV, 49 recliners, curtains, side lockers.

MINIBUSES

1988 (E) ACE - PUMA PLAXTON PARAMOUNT, 36 seats, power door, side lockers, soft trim.

1987 (E) IVECO 79.14 - CAETANO VIANA, 19 seats, manual door, parcel racks, heaters, curtains.

1987 (D) TOYOTA - CAETANO OPTIMO, 21 seats, power door, curtains, tinted windows, forced air, reading lights.

1986 (D) MAN 8.136 - REEVE BURGESS, 32 seats, power door, radio/pa, wheel trims.

1986 (C) IVECO 79.14 - CAETANO VIANA GL, 19 seats, power door, reading lights, forced air, curtains, (choice of 2).

1985 (B) FIAT 60.10 - CAETANO BEJA, 18 seats, power door, curtains, parcel racks.

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Come to Coach Approach London and find out about the new and traditional attractions and facilities that London has to offer.

This exhibition, organised by the London Tourist Board, is being held at Westminster Central Hall, London SW1 on the 6 November 1989.
 Opening times: 11.00-4.30pm.



For further information, details of special hotel rates and the social programme, please contact: Liz Demaison, London Tourist Board, 26 Grosvenor Gardens, London SW1W ODU. Tel: 01 730 3450

Former director cleared

MR James Ramage, a former director of Scunthorpe-based Scott Cabs, has been cleared of a series of alleged offences arising out of the use of minibuses to carry schoolchildren. Proceedings against Mr Terence Daly, also said to be a director of the company, were adjourned after his defence solicitor asked to be released from the case.

In August the company was ordered to pay fines and costs totalling £2,850, after being convicted in its absence by Scunthorpe Magistrates of a series of offences relating to the use of two minibuses in November and December 1988.

Mr Ramage, of Collum Avenue, Ashby, Scunthorpe, pleaded not guilty to aiding and abetting a driver to drive a public service vehicle when not the holder of a PSV driving licence, and to using the two minibuses without a PSV operator's licence, without test certificates, with Certificates of Initial Fitness, without insurance, and when a higher rate of vehicle excise duty was payable, on November 26 and December 13 1988.

Mr Stephen Baggott, prosecuting for the North Eastern Traffic Area, said it was now accepted that Mr Ramage had resigned his directorship of the company on November 23 1988. As a consequence, the prosecution proposed to offer no evidence in respect of all the matters, with the exception of the allegation that Mr Ramage



had used a vehicle without insurance on November 25.

He said on that day a minibus had been used to carry children to a school in Gainsborough, the parents of the children concerned paying £12.50 per week for the journeys. Though constructed to carry more than eight passengers, the minibus was little more than a works bus and would not have met the safety standards required of a public service vehicle.

There was an insurance proposal form in the name of Mr James Ramage, albeit with a different address, in respect of a Ford Cortina motor car. There was an insurance cover note in respect of the same policy, in the name of Mr James Ramage at the Collum Avenue address,

for the minibus concerned.

Department of Transport traffic examiner Mr Malcolm Plaskitt said he had seen the minibus in use carrying schoolchildren to the Gainsborough school on November 25. He subsequently went to the office of Scott Cabs, where he interviewed Mr Ramage, who he believed to be a director. Mr Ramage said he had borrowed a driver from Scott Cabs, and that the company had paid him the petrol money.

He had been carrying the schoolchildren as a favour to a friend. Mr Ramage said in his view the minibus could not be classed as a public service vehicle because it had only been carrying six children.

Mr Ramage told the magistrates he had not said to the traffic examiner that he had borrowed a driver from Scott Cabs or that he had been paid the petrol money. He said the minibus had been used without his knowledge on November 25.

The insurance proposal form had been made out in the name of his father, who was also James Ramage, and that was the reason for the different address. He had subsequently been to see the insurance brokers, requesting that the insurance policy be changed to his name from that of his father, and that the minibus be substituted for the Cortina. The brokers had indicated that could

be done without any problems.

In reply to Mr Baggott, Mr Ramage agreed that he had become the registered keeper of the minibus concerned on November 15. However, he maintained that it had not been used until November 25, and then without his knowledge. He agreed that when he was interviewed by the traffic examiner, he had said he was doing a favour for a friend and only six children had been carried.

The magistrates dismissed the charges and ordered that Mr Ramage's defence costs of £1,600 be paid out of public funds.

Mr Daly, of 18 Charterhouse Drive, Bottesford, Scunthorpe, is accused of driving a public service vehicle when not the holder of a PSV driving licence, and of using a vehicle without a PSV test certificate, without a PSV operator's licence, without insurance, without a Certificate of Initial Fitness, and when a higher rate of vehicle excise duty was payable. He failed to appear before the court.

Mr John Roberts, a solicitor who had acted for Mr Daly, said he had been approached by the defendant and had agreed to represent him. His initial instructions from Mr Daly were that guilty pleas were to be entered to all the matters. However, he had subsequently been unable to get in touch with Mr Daly. In the circumstances, Mr Daly having failed to turn up at court, he asked the magistrates for permission to be released from the case.

Asked by the clerk to the magistrates whether there was any proof that Mr Daly was aware of the hearing date, Mr Baggott said although there was no documentary evidence, Mr Daly had been to see Mr Roberts, who had attended that morning.

The magistrates accepted advice from their clerk that the case ought to be adjourned as there was no positive proof that Mr Daly himself was aware of the hearing date.

Adjourning the hearing until November, the chairman of the Magistrates commented that it seemed that Mr Daly was trying to hide from everyone.

Smoking rules are ignored

SEVERAL Traffic Commissioners have published warnings in 'Notices & Proceedings' about smoking on public service vehicles.

They say they have recently received a number of complaints from passengers in different parts of the country that PSV drivers are smoking while driving public service vehicles.

They therefore wish to remind all operators of Regulation 4(b) of The Public Service Vehicle (Conduct of Drivers, Conductors And Passengers) Regulations 1986, which states 'A driver or a conductor, when acting as such, shall not smoke in or on a vehicle during a journey or when it has passengers on board.'

New licence

THE PSV operator's licence, authorising the operation of six single deckers, held by Mr Derek Milsom Fox, trading as Gwent Transport Services, was renewed for the full five years after the South Wales Traffic Commissioner, Mr John Mervyn Pugh, was told that the system of maintenance recommended to Mr Fox at a previous public inquiry had been put into effect.

Mr Fox, of 4 Woodfield Street, Woodfieldside, Blackwood, told a Cardiff public inquiry that since he had previously appeared before the Commissioner in April, he had put the recommended system in hand and that it was working very well. His vehicles were now being regularly inspected every fortnight.

In granting a full five year renewal, Mr Mervyn Pugh said 'Fox you've made it,' commenting that he could leave the public inquiry with 'a bounce in his feet.'

However, the Commissioner expressed some concern about the repetition of oil leaks reported on the drivers' defect report sheets, saying that he viewed fuel leaks very seriously.

He also said it might be prudent for Mr Fox to consider getting rid of the older vehicles in his fleet, as there might come a time when they would require weekly checks.

Manager wins claim for redundancy payment

THE office manager of G M Coaches, of Cefn Cribbwr, has won a redundancy payment despite claims before a Cardiff Industrial Tribunal that he had been sacked because his workmates would not put up with his antics.

Mr Leonard Brass maintained that he had been denied a redundancy payment. He also claimed that he was owed two days' holiday pay.

G M Coaches' proprietor, Mr Glyn Millington, said he had dismissed Mr Brass because he could not risk losing the firm's best drivers. He claimed that on one occasion a taxi driver, returning to the firm's yard at midnight, spotted Mr Brass making love to a secretary in the back of a car.

In an attempt to keep the matter quiet, Mr Millington alleged that Mr Brass warned the driver that if he opened his mouth he would get an iron bar rammed down his throat.

Mr Millington said Mr Brass had since divorced his wife and had moved in with the other woman and her husband, although divorce proceedings were pending. The way that Mr Brass had treated his wife, a

cleaner employed by G M Coaches, had been 'quite out of order.' The other drivers were just not going to put up with it any more and he could not risk losing his best coach drivers, as they were hard to come by.

He was disappointed that the matter had reached the stage of an industrial tribunal hearing, because he had enjoyed a good working relationship with Mr Brass spanning some three years.

Mr Brass told the Tribunal Mr Millington's allegations were a total fabrication. There had been rumours, but they were untrue, said Mr Brass. His divorce was nothing to do with Mr Millington or the firm.

He had originally been employed by G M Coaches as a coach driver, but when they decided to expand their business he was given a managerial role, being paid £200 a week. In May of this year had had been admitted to hospital for an appendix operation.

While in hospital, he was visited by a colleague who told him that he was about to be made redundant as office manager. He then sought a



WEEKLY REPORT

ON LAW

AND THE

COACH OPERATOR

By Michael Jewell

meeting with Mr Millington, who confirmed the rumours, telling him that his office work was no longer required. He was offered alternative work as a driver, an offer which he turned down.

Ordering the firm to make Mr Brass a redundancy payment of £344, and pay him £80 holiday pay, the chairman of the Tribunal, Mr Michael Bird, said the fact that Mr Brass had been told that his office work was no longer required met the test for redundancy.

Ambitious plan agreed

AN 'ambitious' application for a new international PSV operators licence, authorising the operation of 10 vehicles, by Mr D A Stewart, trading as South Lanes Transport, has been granted for a full five years by North West traffic commissioner Mr Martin Albu.

Mr Stewart, of 46 Sandersons Croft, Leigh, appeared at a Manchester public inquiry. He told the Commissioner he had worked in the transport industry for 24 years, starting as a fitter in 1965 and working his way up. He was employed by Smiths Shearings as their Blackpool depot manager, before being transferred to Wigan. He held a Certificate of Professional Competence for both national and international operations.

Questioned by Mr Albu, Mr

Stewart said the vehicles would be engaged on local services, private hire and tendered service operation. He had already acquired three vehicles on a lease purchase arrangement, which he had been getting ready to paint in his own colours.

The operating centre was equipped with three inspection pits, two offices, toilet facilities etc. He would be undertaking his own maintenance and he planned to employ a fitter and an apprentice. He had taken a look at the market he was proposing to aim at, and was satisfied that it was a reasonable proposition.

Granting the licence, Mr Albu said it seemed an ambitious application but Mr Stewart appeared to know the rules. He wished him well in his new venture.

New venture

MR M S H Beddows, of Bolton, has been granted a new PSV operator's licence, after telling the North Western Licensing Authority, Mr Martin Albu, that he was taking over part of the existing business of Wilsons Coaches.

Mr Beddows, of 68A Darbyshire Street, Bolton, who will trade in the name of Wilsons Coaches, had applied for a national licence authorising the operation of seven vehicles.

He said he had been involved in the bus business for 12 months. Prior to that, he had worked as a diesel fitter since leaving school. He was the holder of a Certificate of Professional Competence and he would be getting help and advice. The main work the vehicles would undertake would be contract and private hire, as

he would be taking over four local authority contracts.

In reply to Mr Albu, Mr Beddows said that Wilsons itself would retain its PSV operator's licence, but would scale down its operations. He would be taking over the rest of its work. The financial evidence submitted had been based on what Wilsons was already doing.

Granting the licence, Mr Albu said that Mr Beddows had taken the examination in order to obtain a Certificate of Professional Competence, so he was well aware of his responsibilities in regard to the maintenance of the vehicles, using tachographs and drivers' hours. He could see no reason to refuse the application, and he hoped that the business would be successful.

Our customers aren't thieves

SIR – With reference to your feature entitled “cut out all that fuel wastage”. While the sentiments expressed and facts presented were accurate, we felt that the opening sentence “according to Triscan, the main reason operators opt for a fuel management system is to prevent pilfering by staff”, may

have caused offence to some of our customers.

The security aspect of fuel management systems is important and some of our customers did indeed purchase a system for that reason, but it is only one facet of the service provided by this company.

We would not wish to suggest

that all 5000 plus Triscan users worldwide have dishonest staff, when in fact the opposite is true. When this company first started operations, security was a strong selling point, however, modern Triscan equipment is a highly sophisticated management tool, so, although that statement may well have

been true 10 years ago and may even be relevant to our competitors today, we do not believe that it accurately reflects the motives for purchase of Triscan Fuel Management Systems.

GRAHAM MANSFIELD
Triscan
Blackburn

Marksman did no favours

Sir – As usual, Marksman has done himself no favours whatsoever in the August 31 *Coachmart*. I was delighted to see him covering a matter of great importance – namely the European Proposals on Driver Licensing – and immediately disappointed to find him referring to non-profit and accessible passenger transport in a derogatory tone.

Clearly, Marksman has not been paying any attention to the fierce debate that has raged over driver licensing for non-profit 9-16 passenger seat minibuses during the last year.

He has no need to be amazed when told that minibuses have a better accident record than cars, because this has been shown to be completely correct. The impression within ‘his’ industry that non-PSV minibuses have “an appalling accident record”, is completely and utterly erroneous.

I can assure him the BCC will be unable to produce statistics showing anything to the contrary.

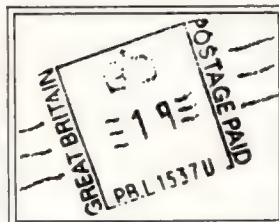
The real irony of the Marksman piece is that the

photograph used to illustrate driver competence, showed a very high specification accessible Community Transport minibus, which is run with funds from the London Borough of Camden, whose planning committee chairman is shown standing next to the minibus.

Cllr. Bill Saunders was attending the launch of our own Community Transport Driver Training and Assessment Pack, which the borough had helped to develop. This pack demonstrates, beyond any shadow of a doubt, that the voluntary and non-profit transport sector is very committed to driver assessment training and to passenger safety.

It is time Marksman quit sniping at us from his bunker, and faced up to the fact that we are here to stay, and furthermore, that we actually complement PSV operators’ services.

RICHARD ARMITAGE
General Secretary
Community Transport
Association



Send your letters to:
The Editor, *Coachmart*, EMAP
Response Publishing Ltd,
Wentworth House,
Wentworth Street,
Peterborough PE1 1DS

CoSIRA should stick to crafts

SIR, – You have referred to the Rural Development Commission and CoSIRA (the Council for Small Industries in Rural Areas). Instead of getting involved in the specialised and difficult problems of rural transport they should stick to encouraging craftsman in traditional rural industries.

Some of their literature is misleading to the uninitiated in painting a very rosy picture of what might be done by providing bus services where they do not exist. They talk of their expert consultants probing the needs of rural areas.

This is duplicating the work of the county councils’ transport co-ordinating officers who have been at this work since 1974, and have an unrivalled knowledge of their counties.

It is a sore point with operators that school children can be carried on buses owned or hired by local educational authorities which to not (irrespective of their size) have to be PSVs and do not have to have PSV drivers. Vehicle examiners have no right to inspect them.

This is my reading of section 46 of the Public Passenger Vehicles Act, 1981. Why are children’s lives of less value than those of adults?

The section also allows fare-paying passengers to be carried on such buses even when no schoolchildren are on them so that they can compete on

unequal terms with regular PSV operators.

Has the BCC made any effort to get this scandalous, dangerous and unfair situation righted?

Finally, may I have a dig at ‘Marksman’? He (or your sub-editor) should watch his grammar. ‘... there may be some financial benefit for we operators’, should, of course, be ‘us operators’.

C.S. DUNBAR
Malvern, Worcs.

Prices set by formula

SIR – In the 3 August issue, Marksman refers to the practice of tendering authorities regarding contract pricing increases. The inference is that this authority has local service contracts which require individual negotiation and agreement on price revision.

This is not the case. In fact, prices for local service contracts are increased according to a set formula based on components of the Retail Price Index at intervals of six months.

The price of Education Department contracts are however subject to an annual application for a price increase.

V E JONES
County engineer and
planning officer
Hereford and Worcs

Beat the ski rip-offs

SIR – K J Ayers’ letter on skiing holidays (*Coachmart* August 17) seems to have sparked a flood of response.

We certainly feel that £155 per day is not sufficient, so why not do something about it! Operate more of your own tours.

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Let’s hope THIS letter sparks a flood of response.

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Independent Coach Travel,
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YOU are driving along a restricted road, re-thinking, for the umpteenth time, your competitive strategy, when your mind should really be on the road. Suddenly, and too late, you see the lights which you are approaching far too fast turn to amber and red. More by good luck than skilful driving you pass through the

intersection without mishap.

Perspiring slightly, you glance in your mirror, and there, to your consternation is a police car turning left into your lane. The patrolman switches on his blue light and "invites" you to pull over.

No point denying you were "amber gambling", the truth

(and you know it) is that you haven't even glanced at the speedo in the last five miles. Your only (slim) hope is that you might get off with a caution, or (even less likely) that you might escape prosecution on a technicality because the Police failed to follow the procedures laid down in the Road Traffic Acts!

Notice of Intended Prosecution

Section 1 of the Road Traffic Offenders Act 1988 states that where a person is prosecuted for an offence to which the section applies he cannot be convicted unless:

- He was warned at the time the offence was committed that the question of prosecuting him would be considered OR
- A summons was served on him within 14 days of his committing the offence OR
- A notice of intended prosecution setting out the nature of the alleged offence, and the time and place where it was alleged to have been committed, was served on him or on the registered keeper of the vehicle.

Schedule 1 of the Act sets out the offences to which the above section applies. These are:

- Reckless careless and inconsiderate driving
- Leaving a vehicle in a dangerous position
- Failure to comply with traffic directions / signs

A 'Catch 22' clause in Section 1 states that a notice of intended prosecution is deemed to have been served on a person if it was sent by registered post or recorded delivery even if it is returned as undelivered or for any other reason was not received by him.

Section 2 also contains a couple of 'let outs' for the police. The requirement to warn the driver at the time, or summons or serve a notice of intended prosecution within 14 days does not apply

- a) where the vehicle concerned was involved in an accident at the time, or immediately after, the offence was committed, or
- b) a fixed penalty notice was given or affixed to the vehicle.

Before the fixed penalty procedure was extended to cover certain 'moving traffic' offences, speeding was included in the list of offences for which a driver had to be warned at the

OK, RUN ME IN: IT'S A FAIR COP!

By PAUL FAWCETT



IT IS AN OFFENCE TO OBSTRUCT
AN AUTHORISED EXAMINER.

time, or summonsed or given a notice of intended prosecution within 14 days.

Even if a driver is not apprehended at the time he is observed speeding, he can still be prosecuted later. If his vehicle is fitted with a tachograph, the evidence of the record may be used to corroborate the police evidence. Of course a driver cannot be convicted on the unsupported evidence of the record alone.

Powers of Police and Department of Transport Examiners

Certain officials, as well as the police, have powers to test, weigh and inspect passenger vehicles, including buses. They include the staff of the Department of Transport's new Executive Agency - the Vehicle Inspectorate.

These Technical Officers, to give them their new title, are still referred to collectively in legislation as 'authorised examiners', which includes PSV Examiners, Certifying Officers, Vehicle Examiners and Goods Vehicle Examiners, (GV and PSV examiners no longer confine themselves to one class of vehicle under the more flexible working arrangements of the new Inspectorate).

On the road

Only a police constable in uniform may order a driver to ►

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stop. They can stop and inspect ANY motor vehicle or trailer on a road. Their powers, and those of other authorised examiners so far as they relate to ALL motor vehicles (not just passenger vehicles and PSVs) are contained in section 67(6) of the Road Traffic Act 1988.

In this section there is provision for the driver to elect for a *deferred test*, which must be at a time and place specified by him (or subsequently by the owner of the vehicle if the driver is not the owner), the time being during a seven day period in the next 30 days, to be notified to him by the examiner.

A deferred test may only be refused by a police officer if, after an accident, he considers the vehicle should be tested immediately, or if he is otherwise of the opinion that it is so defective it ought not to proceed.

Police officers who carry out tests on motor vehicles under section 67 must be 'authorised in writing by their Chief Officer'. This is a euphemism for the 'White Hat' traffic police. Panda car drivers and beat bobbies don't inspect vehicles on the road, although they may if they think it necessary to call on their colleagues or a D Tp 'authorised examiner' to do so!

Section 8 of the Public Passenger Vehicles Act 1981 gives Certifying Officers and PSV Examiners even wider powers to conduct roadside checks (but not, of course, to stop vehicles). They may enter and inspect any PSV, detaining it for as long as is necessary for their purpose. These powers have now been extended by the Transport Act 1985 to enable them to carry out roadside checks on minibuses with seats for nine or more passengers, whether or not these are operated as PSVs.

For the purposes of testing a vehicle the examiner may drive it. Drivers and conductors must give them reasonable assistance and not obstruct them in any way (it is an offence to obstruct an authorised examiner).

Police Powers

In addition to their powers as authorised examiners, police officers have various other powers in respect of vehicle drivers and operators.

They, and only they, may order the driver of any moving vehicle to stop.

Very wide powers contained

Here, as usual, are two more CPC type objective test questions for you to try.

1. If a Police Officer requests him to do so a driver must ensure that his driving licence is produced at a Police Station nominated by him
 - a) in person within 5 days
 - b) in person within 7 days
 - c) on his behalf within 5 days

d) on his behalf within 7 days

2. If a driver is alleged to have failed to comply with a traffic sign he cannot be convicted unless he has been warned at the time of the alleged offence or summoned or served a notice of intended prosecution within
 - a) 7 days b) 14 days
 - c) 28 days d) 6 months.

Answers: 1 - b - 2 - b

in sections 164/5 of the Road Traffic Act 1988 allow them to require a person to produce his driving licence if they believe that person to have

- Contravened a traffic law or PSV Regulation
- Driven a vehicle involved in an accident
- Been supervising a learner driver when an accident occurred, or if the learner is believed to have contravened a traffic law.

They may also require a driver to produce a certificate of insurance if they are satisfied that he has

- been driving a vehicle on a road or
- was driving a vehicle at the time of an accident or
- committed a road traffic offence.

Of course the driver has the option, preserved in these sections, to produce his licence, and to produce, or have produced for him, his certificate of insurance, at a police station of his choice within seven days, or as soon thereafter as is 'reasonably practical'.

They may also seize a licence when this is produced if it has been suspended or revoked.

The powers of a police officer to require a driver to take a breath test if they reasonably suspect that

- he is driving or in charge of a vehicle whilst under the influence of drink or drugs, or
- he has committed a moving traffic offence or
- he was driving a vehicle involved in an accident.

What is perhaps not so well known is that he can *arrest* (without a warrant) a person

- suspected of driving (or in some cases of being in charge of) a vehicle whilst under the influence of drink or drugs or
- driving or attempting to drive

whilst disqualified.

Liability of Operators

Owners of vehicles have a duty to provide information when required to do so. This is so whether or not they were involved in an accident or the commission of an offence.

When a driver is alleged to have committed a traffic offence, or an offence relating to the operation of a PSV, or following an accident, the owner of the vehicle concerned (or any other person) must, if required by an authorised police officer, identify, or help to identify, the driver. Failure to do so is an offence under sections 171/2 of the Road Traffic Act 1988.

Following an accident the owner of the vehicle can also be required to provide proof of insurance cover.

As mentioned above, operators may also, of course, be required to produce their drivers' records of work covering the preceding twelve months, and records of inspections of vehicles and drivers' defect reports covering the previous 15 months.

Forgery and False Statement

Obviously licences, certificates, badges, test certificates etc are such an important aspect of our 'quality' licensing system that there have to be powers to enable police and Authorised Examiners to prevent the use of any document which is not genuine, valid and honestly obtained.

Police and Examiners appointed under the Public Passenger Vehicles Act are empowered to seize forged

documents. Sections 173/8 of the Road Traffic Act 1988, covering forgery and false statement provide that the driver or owner of the vehicle concerned should then be summoned before a Magistrates' Court to 'account for their possession of the document'!

The same sections make it an offence to do any of the following with intent to deceive. It does not matter whether the deception succeeded or the person concerned obtained any advantage from it, the intent to deceive is the important factor creating the offence.

- Forge, alter or lend a document or allow any unauthorised person to use an official document required by road users.
- Possess a document, badge etc so like the real thing as to be calculated to deceive, (A Guinness label and tax disc are similar from a distance!)
- Utter (make) a false statement in order to obtain a document
- Withhold information relating to documents
- Make a false entry in a statutory record
- Impersonate an authorised examiner.

The Damage

Should you have the misfortune to appear before a bench of magistrates and be convicted of an offence it will obviously be of more than just academic interest to you to know how much you are likely to be fined!

A table reproduced in my previous article on Road Traffic Act offences gave the level of fines associated with the more common offences. Below is a table showing the *maximum* fines which the bench can impose of each case.

Level of fine	Maximum fine £
1	50
2	100
3	400
4	1000
5	2000

Hopefully there will be mitigating circumstances surrounding your particular offence and the fine you get will be below the maximum!

In my next article I will have something to say about the implications of being involved in a traffic accident.



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BCC Coach and Bus 89 is about to open its doors at Birmingham's NEC again after a two year absence.

And judging by the sparkling new exhibits on show, two years is a pretty long time in the coach industry.

To say that the industry has changed since October 1987 is an understatement. Possibly the biggest change is within the UK coachbuilding industry with Plaxton's enhanced market dominance following Duple's downfall.

Quite naturally, continental importers must be adding more fullsize coaches to their sales projections – and all this is going on at the same time as a softshoe shuffle between them for the luxury mid-capacity market.

So seeking alternatives is not so hard for the operator. And this choice is not just limited to big vehicles. Together with the tendency for minibus and coach builders and convertors to provide larger and larger capacities to allow operators economies of scale, the supply market seems to be expanding rather than contracting. And all this is happening when small PSV demand has slackened off following the deregulation boom – which was still raging at the last show.

New product launches seemed more prominent at last year's SMMT Show: the Optare Delta, the Reeve Burgess Harrier, the re-designed Jonckheere Deauville, Scania's 3 Series chassis and of course the Dart.

Who will build the body following Trinity giving its Blackpool builder notice to quit is now a major conversational topic. And yet another sign of changes, as Trinity itself was a management buyout from the mighty Hestair group in between the BCC Shows.

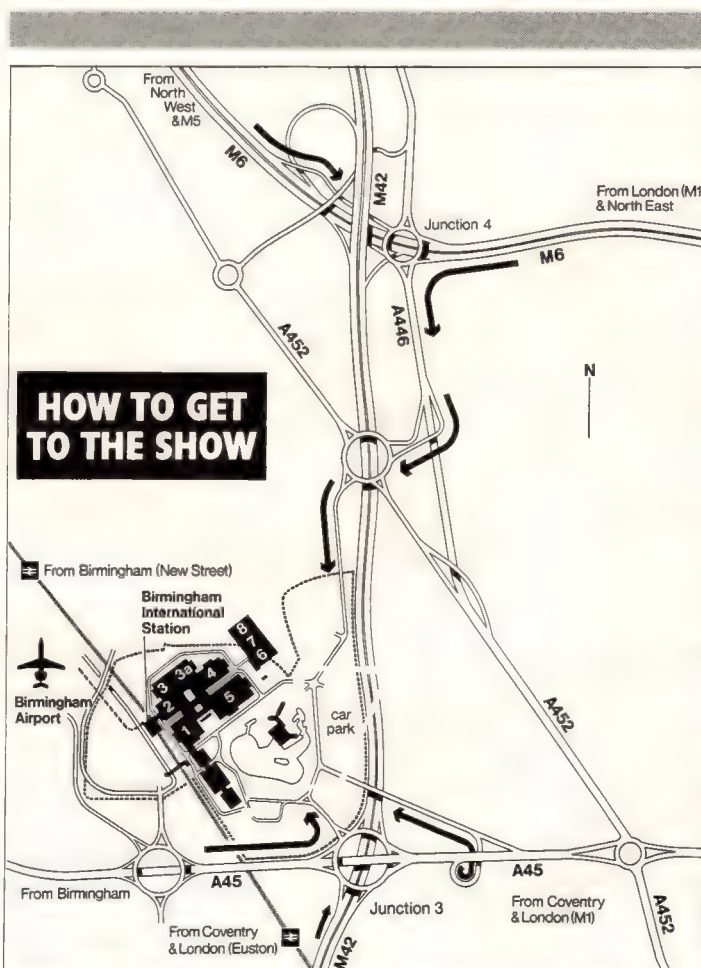
The MCW name has disappeared, too – with Optare seemingly monopolising the more modernistic designs in the bus market. However, this may turn out to be a monster as builders such as Europa join the bandwagon.

One thing is for sure, the manufacturers, builders and convertors will continue to jockey for position as market



All eyes will be on the Berkhof stand, where the company will be exhibiting its new range for the UK.

BCC – IT'S THE SHOW FOR ME!



gaps are noticed. That double deckers seem to be giving way to single deck buses is widely acknowledged – but the optimism of the last two years appears to be flagging. The plethora of city buses on offer are still waiting for the market to grow again after the minibus curve levelled off.

Berkhof's re-entry into the UK market, using Q Drive subsidiary Alder Valley Engineering to market its Excellence range over here, is but one sign of the quest for gaps in the volatile UK market. At the same time, MAN vehicles appear to making a comeback.

Of particular note, watch out for the Plaxton-bodied Scania K113TRB tri-axle destined for Martingdales Coaches; Kirkby's Carrosserie Lorraine-bodied Iveco 315; the Reeve Burgess Beagle on the Iveco stand; and exciting developments in PSV transmissions on the ZF stand.

As usual *Coachmart* will be there in full force together with stablemates *Bus Business*, *Coach Tours & Excursions* and *Coachworld*, the coach industry's management monthly. We'll see you there on Stand 531, opposite the DAF stand.

**Rod Davey
SUPPLEMENTS EDITOR.**

1 VL Bus & Coach

2

3

4

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10

Not good news for those who like a choice. But excellent news for those who insist on quality.

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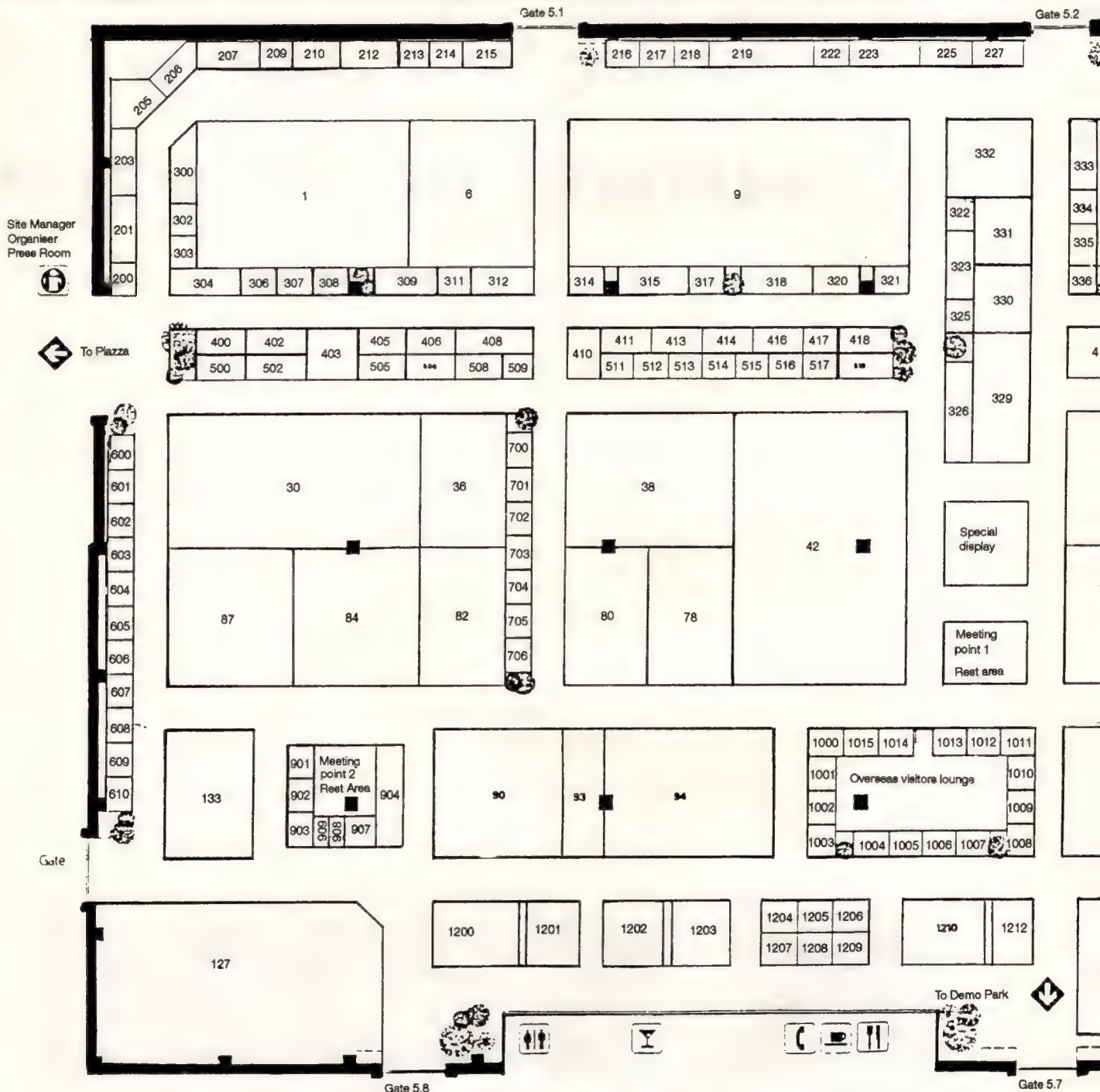
FOR FURTHER INFORMATION, TELEPHONE VL Bus & Coach ON 0926 450022 FAX: 0926 451709 TELEX: 311724.

**HERE IS A LIST OF
EVERY COMPANY
WHO FROM
JAN. 1ST 1990 CAN
SUPPLY EVERY
GENUINE PART FOR
THIS LYNX.**



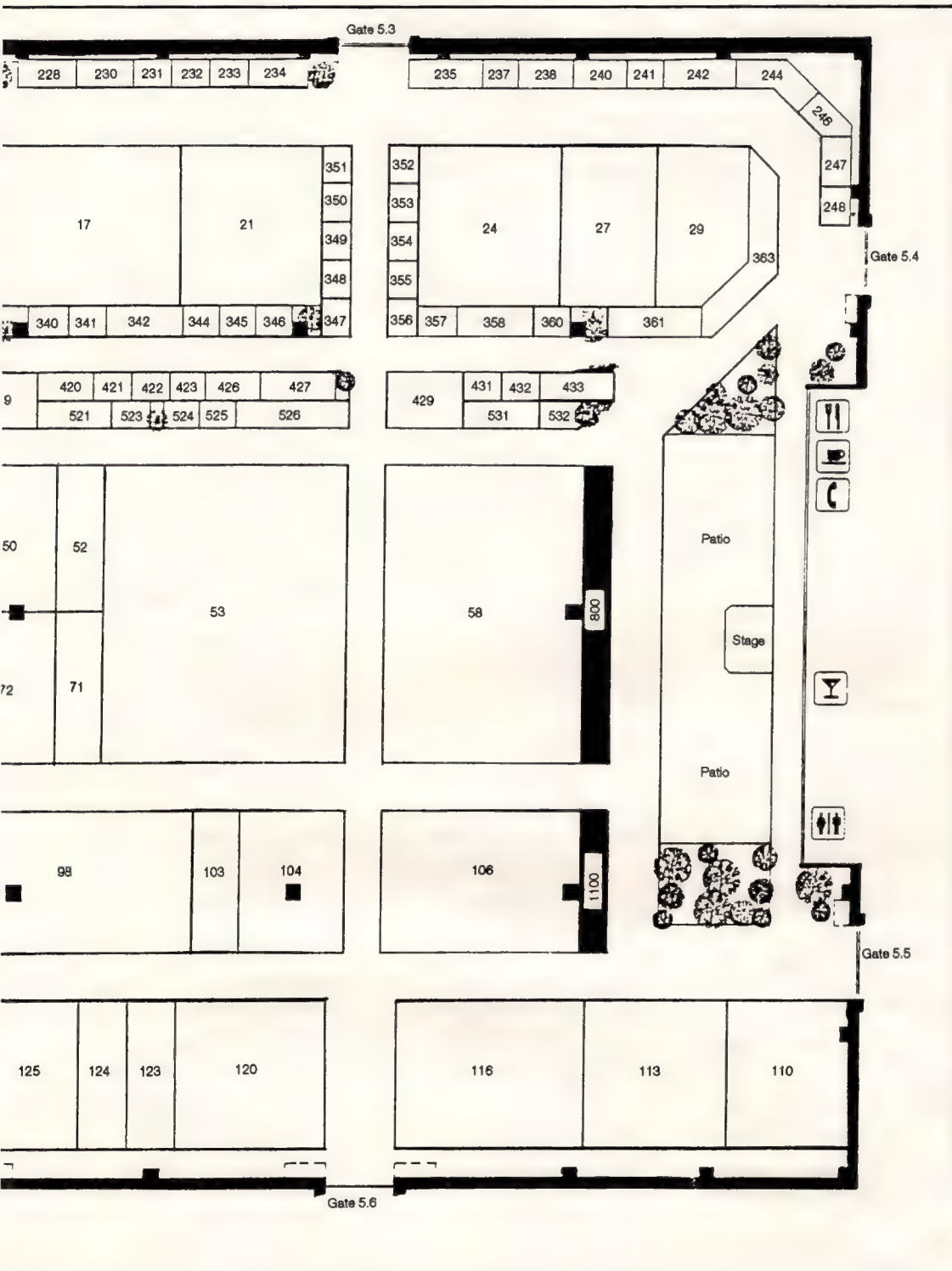
**Come and
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team on
STAND
531**

Your stand guide to w



Coach and Bus '89. Hall 5 National Exhibition Centre, Birmingham. October 20-22.

d by stand who's where



- 1 JONCKHEERE
 6 KÄSSBOHRER SETRA
 9 KIRKBY BUS AND COACH
 17 IVECO FORD
 21 W.S. YEATES (Mercedes)
 24 DORMOBILE
 27 CVE
 29 SOMERS
 30 SCANIA/STUART JOHNSON
 36 PMT
 38 ALEXANDERS
 42 VOLVO/LEYLAND
 50 MADE TO MEASURE also 200
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 53 PLAXTON/REEVE BURGESS
 58 DAF
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 201 J & S COMPONENTS
 203 VOITH
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 207 MOTOROLA STORNO
 209 L & H POLYMERS
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 212 HI TECH LEASING
 213 DEPT OF TRANSPORT
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 217 BEANS INDUSTRIES
 218 LONDON HOTELS
 219 JOHN HANDLEY
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300 IDDON PSV
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ELECTRONICS
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330 CISA REST AREA
331 AUTOSOUND
332 DIPLOMAT TECHNICO
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MOUNTAIN
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HOTELS
354 REST AREA
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357 EMI-THORN
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361 ALPINAIR
363 SHADES TECHNICS

400 PEACOCK & ARCHER
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406 AUTOGLASS
408 JONAS WOODHEAD



Moseley Group (PSV) Ltd,
Derby Road,
Loughborough,
Leics LE11 0AH.
Tel: 0509-213232.

Stand No: 125.

Moseley's will have three 12-metre Bova Futura FHD 12.290s at the show. The company will have its Moseley/Bova Demonstrator in the Hall 5 park and two stand exhibits: destined for Galloways European Coachlines of

Stowmarket in Suffolk, and Priors Coaches of Gosport.

Galloways' Futura has 49 seats, the Priors vehicle 53/57 seats and the Demonstrator 49/53 - so visitors will be able to inspect the various seat configurations on offer.

All the variants are powered by DAF DKV-AT advanced turbo 290bhp diesel engines, ZF S690 six speed transmission and Tempo 100. Pictured is an example supplied to Petch's of Hopton in Suffolk, finished in a fine Continental airbrush livery.

410 AE AUTOPARTS
411 MTB
413 AUTOTEK
414 CIMARA
416 HARRIS
417 TELMA
418 PRIMESIGHT

CISA GROUP (2)
419 SUTRAK
420 DISTINCTIVE SYSTEMS
421 MAUN
INTERNATIONAL
422 MILLERS OILS

423 BANKING AUTO
426 WEBASTO
427 KÄRCHER
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431 BERKLEY UK
432 BRITISH FURTEX
433 SBG
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505 NORTHUMBRIA TB
506 BEST IMPRESSIONS/
BRITISH COACH RALLY/
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COMMUNICATIONS
508 TRUST HOUSE FORTE
HOTELS
509 INDEPENDENT COACH
TRAVEL
512 STAR COLLECTION

HOTELS
513 SHROPSHIRE
514 CAMPANILE
515 NOVOTEL
516 GRANADA
517 MERCURE
518 BTA
521 SEALINK
523 IBIS ORBIS
524 GABRIEL & CO
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526 SHEPWAY
531 COACHMART, BUS
BUSINESS and
TOURS AND EX-
CURSIONS
533 SALLY LINE

600 GROUP BATO
600 YORK CONFERENCE &
VISITOR BUREAU
601 SCARBOROUGH
602 BRIDLINGTON & THE
WOLDS
603 GREENWICH
604 SEDGEMOOR
605 COVENTRY
606 HAMPSHIRE BORDERS
607 CORNWALL
608 THE BEST OF NORTH
WALES
609 LICHFIELD
610 EAST ANGLIA

700 DESTINATION
HUMBERSIDE
701 GLOUCESTER

702-5 West Germany
702 BADEN WURTEMBERG
TOURIST
ASSOCIATION
703 GERMAN NATIONAL
TOURIST OFFICE
704 RHINELAND TOURIST
ASSOCIATION
705 RHINELAND
PALATINATE TOURIST
ASSOCIATION

706 SUCCESS TOURS

800 BCC

901 KIRKLEES (BATO)
902 YORKSHIRE/
HUMBERSIDE (BATO)
903 ARCADE HOTELS

904 NETHERLANDS
907 EFTELING
908 COACH TOURISM
COUNCIL
909 TORQUAY HOTELS
ASSOC

1000 HEVER CASTLE
1001 STAKIS HOTELS
1002 JAC
1003 NORTH SEA
FERRIES
1004 WIGAN PIER
1005 BOURNEMOUTH
1006 SE ENGLAND
TOURIST BOARD
1007 TOURS
INTERNATIONAL
1008 GOLDEN GATEWAYS
1009 ENGLISH TOURIST
BOARD
1010 UNIVERSITY OF
STRATHCLYDE
1011 DRAYTON MANOR
1012 PULLMAN
INTERNATIONAL
1013 DE VERE
1014 PORTSMOUTH
1015 WIRZ

1100 GATESHEAD GARDEN
FESTIVAL

1200 PERKINS

1201/2 FRANCE

1203 PIRELLI
1204 AUTOMATE
1205 ASSURED
PERFORMANCE
1206 ACORN TRAVEL
HOLIDAY PLANNING
1207 BRITISH CHANNEL
ISLAND FERRIES
1208 METRO CENTRE
GATESHEAD
1209 CAPITAL CONEXIONS
1210 CUMMINS
1211 CUMMINS DIESEL
RECON
1212 OLAU

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Who's who at the big show

Aladdin Tours Ltd (BAWTA)
13 Commercial Street,
Hereford.
HR1 2DB

Tel 0234 713613
Stand No: 349

Aladdin is a wholesaler for the coach tourism market in the UK. Specialising in short breaks to domestic and continental destinations, both in cities and rural areas.

Tours can be tailored to suit private clients on special visits such as twin town tours, educational tours and commercial visits.

Alder Valley Engineering Ltd (Berkhof)
Halimote Road,
Aldershot,
Hampshire.
GU11 1NJ

Tel 0252 334484
Stand No: 133

Alder Valley Engineering Ltd were appointed sole UK agents for Berkhof products in June and will provide the full range of sales, service and parts support. The operation trades as AVE



Optare – stand No. 94

Berkhof and is part of the Q-Drive Group.

On show will be the first right-hand-drive versions of Berkhof's Excellence range, which covers both single and double-deck coaches with seating capacities ranging from 33 to 76. The show vehicles will be: an Excellence 2000 on a Volvo B10M Mk III chassis, an Excellence 1000 Midi on rear engined MAN chassis, and in the demonstration park a three-axle Excellence 2000HD.

Walter Alexander & Co (Coachbuilders) Ltd
Glasgow Road,
Falkirk,
Stirlingshire,
Scotland.
FK1 4JB

Stand No: 38, 39, 40, 41

Two double-deck and two single-deck buses will be on show.

An 'R' type double deck body on Volvo D10M chassis to the specification of Strathclyde Buses Ltd.

A low height 'R' type double deck body on 10.3 metre Leyland Olympian chassis to semi-coach specification for Stagecoach Holdings Ltd.

A single deck 'PS' body on Scania N113CR chassis to Scania's own stock specification.

A Walter Alexander (Belfast) Ltd 'N' type body on Leyland Tiger chassis for Smith Shearings.

Norman Allen Group Travel
15 Commercial Street,
Hereford.

HR1 2DB
Tel 0432 277666
Stand No: 347

With over 17 years' experience in the field, Norman Allen Group Travel offer accommodation for all kinds of group travel arrangements. Tours are available to all major European destinations as well as to less usual areas.

Allen and Douglas Ltd
Swan Close Road,

SÜTRAK

Over nine out of ten air conditioned coaches on Britain's roads are fitted with systems by Sutrak.

Chosen for their reliability and service support by operators and manufacturers alike, all Sutrak a/c systems are proven by the impartial German Technical Control Board (TUEV). They are supported by an established UK service network and Sutrak UK's fully-equipped coach workshops.

Factory-fitted or retrofit, Sutrak offers profitable new standards of passenger comfort that few systems can rival. For ease of installation, operation and maintenance – demand the best – specify SÜTRAK.

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SÜTRAK UK LTD
24-25 Saddleback Road, Westgate Industrial Estate,
Northampton NN5 5HL. Telephone 0604-581468.
Telex 437287 SHARET G. Fax 0604-758132.

**Banbury,
Oxfordshire.**

OX16 8AQ

Tel 0295 62063/54366/272700

Stand No: 329

Allen and Douglas offer an increasingly popular mobile fast-fitting service for everything from ties to blazers, which may carry a company logo. A specially customised van, complete with fitting room, is available to visit customers premises to measure employees when convenient.

Headrest covers and curtains are also supplied in both seersucker and stretch nylon.

Allison Transmission

PO Box 63,

Riverside House,

Riverside Way,

Northampton.

NN1 5NX

Tel 0604 24835 Sales

Stand No: 244/5

On display will be an AT500 fully automatic four speed transmission with torque converter, which can handle engines of 235 hp and 445 lbs ft of torque. It is used on many minibuses such as the MCW Metro-rider, Leyland Swift and Dennis Dart, and is now

standard fitment on the Renault S75.

Also exhibited will be a model of the Allison World Transmission (WT). It has closed loop adaptive controls, on-board self diagnostics with memory feature and a patented gear design, which gives up to six forward and multiple reverse gears. Different shift patterns can be driver selected to enable a bus to operate in cities or on motorways with equal efficiency.

Allison Transmission Division of General Motors is the worlds largest manufacturer of heavy-duty automatic transmissions, currently supplying around 80% of the total world market.

Alpinair (Commercial) Ltd

174 Honeyput Lane,

Stanmore,

Middlesex.

HA7 1EQ

Tel 01 204 9633 Sales

Stand No: 361

Alpinair Ltd are agents for the 'Carrier' organisation for coach and commercial vehicle air-conditioning.

Founded in 1915, Carrier now has five manufacturing plants

and sales/service centres in more than 50 countries. The Carrier Transicold range of air-conditioning systems cover minibuses with up to 25 seats and buses and coaches from 30 to 80 seats.

Arcade Hotel

Winston Churchill Ave,

Portsmouth,

Hampshire.

PO1 2DG

Tel 0705 821992

Stand No: 903

The new Arcade Hotel in Portsmouth is situated in the heart of the city. Its 144 bedrooms (twin or double bedded) all have their own en-suite shower room, colour TV, tea and coffee making facilities, radio and direct dial telephone. Four rooms have been specially designed for the disabled and some family rooms are available.

The Normandie Restaurant can seat up to 90 guests, with set menus being available.

Aurora

98 Woodstock Road,

Witney,

Oxfordshire.

OX8 6DY

Tel 0993 703816

Stand No: 214

On the stand Aurora will display a wide range of heating and ventilation units together with their accessories for the bus and coach market.

This equipment is specially designed for the requirements of the industry and is fitted by the OEM manufacturers worldwide. Saloon heating can be achieved by using any one of 4 different design units dependant on the installation requirements.

Also on show - a range of blowers from 100-1200m³/hr and a selection of complimentary auxillary items.

Autoglass

Cromwell Business Centre,

New Road,

St Ives,

Cambridgeshire.

PE17 4BG

Tel 0480 494060

Stand No: 406

Autoglass has nominated 23 centres providing increased facilities for the bus and coach industry.

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While it's a fact of life that tyres can let you down at any time, it's also a fact that ATS won't.

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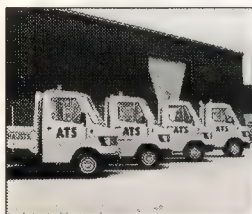
So you can always be sure of getting the right tyre to suit your needs.

Plus the benefit of centralised billing direct to your head office.

No wonder more and more truck operators are warming to all that ATS have to offer.

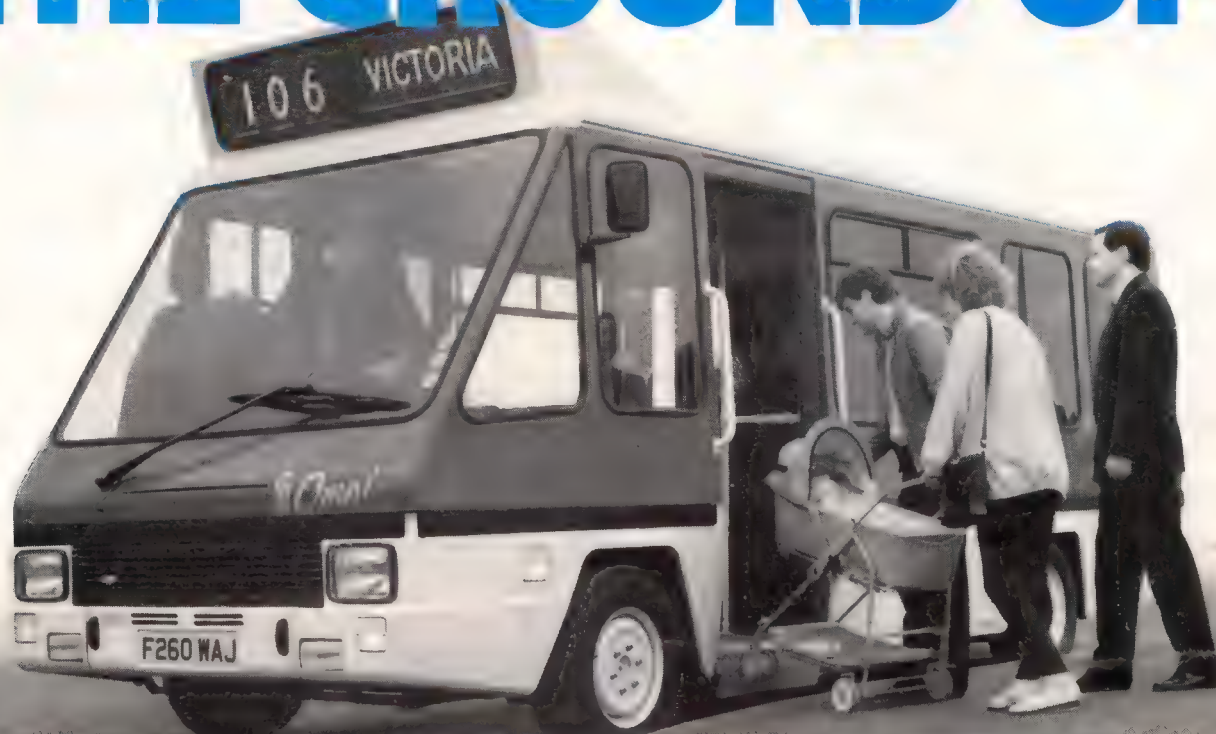


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◆ RIGHT AROUND THE COUNTRY ◆ RIGHT AROUND THE CLOCK ◆

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2 metre standing height

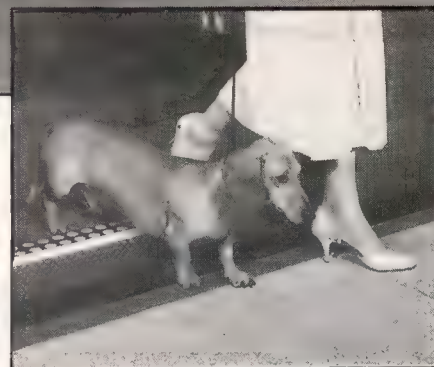
At CVE we designed and built the Omni from the ground up. That means we haven't had to wrestle with an existing van chassis to create our minibus. The Omni is a truly purpose-built passenger carrier. A low single step introduces passengers to a completely flat floor, wide aisles and 23 spacious seats.



Generous luggage pen

A 2 metre high standing height plus generous luggage pen and high visibility hand rails, help speed passenger boarding and alighting. Once on board, they experience a superb ride thanks to our rear air suspension system.

Operator benefits start with passenger appeal and driver



Low single step entry

satisfaction. Driving the front wheel drive Omni is a real joy. It's very manoeuvrable, has a high degree of comfort and affords excellent visibility.

The reliable Omni comes with a three year unlimited mileage warranty on mechanical parts and an anti-corrosion body frame and chassis guarantee.



Omni

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provide services to bus and coach operators, the centres selected provide specialist technical expertise and equipment, including the unique 'coach lift' necessary to fit large and heavy screens and side glasses.

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AVS (Northampton) Ltd,
Units 4-5,
Gray Street,
Northampton.
NN1 3QQ
Tel 0604 230493
Stand No: 413

Specialists in the design, manufacture, supply and service of audio visual entertainment and security systems, Autotek will have on show a wide range of equipment for the bus and coach industry including: videos, monitors, amplifiers, modified Panasonic radio cassette and CD players, 12 volt mini coach systems, microphones, alarms, security cameras, headphones, intercoms and accessories.

Baden Wuerttemberg Tourist Association



Reeve Burgess – stand No. 53

German National Tourist Office,
65 Curzon Street,
London.
W1Y 7PE
Tel 01 495 3990
Stand No: 702

The Regional Tourist Association of Baden-Wuerttemberg comprises the Black Forest, Lake Constance, the Neckar Valley and Swabia.

At the show the new group catalogue and sales manual will be available.

Banking Automation Ltd
Unit 2,
Woodley Park Estate,

Reading Road,
Woodley,
Reading.
RG5 3AW
Tel 0734 692224
Stand No: 423

Banking Automation exhibits its Model 7000, Rapid Cash Deposit System especially developed for use in the transport industry. The machine provides a secure and efficient method for the collection of drivers' cash pouches while producing a receipt of the deposit.

The system provides 24-hour operation without the need for supervision, while giving a

complete audit trail with identified lists for management control.

Beans Engineering Ltd
PO Box 2,
Hurst Lane,
Tipton,
West Midlands.
DY4 9AD

Tel 021 557 2881
Stand No: 217

The company is long established, initially producing cars in the 1920's. Now Beans Engineering Ltd offer a range of re-manufactured diesel engines under the name of 'Diesel Master'.

The present bus range includes Gardner 6LXB, Leyland 510, AEC 590 and Leyland 680. There are plans to extend this range to cater for the mini bus market (Freight Rover 2.5 diesel, Ford Transit DI engine and gearbox).

Best of Wales
The National Trust
Trinity Square
Llandudno,
Gwynedd.
Tel: 0492 860123
Stand No: 608

12-39 SEAT

Mini Buses & Coaches

Designed and built by professionals with practical operating experience running over 350 vehicles each and every day.

Basic designs and seat layouts can be tailored to suit your operating requirements.

Available on a wide range of chassis, inc. Renault, Mercedes, Leyland Bus, Leyland DAF, etc.



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Woodhouse Street, Stoke-on-Trent ST4 1EQ Telephone: 0782 744744

EVERYTHING YOU SHOULD LOOK FOR UP FRONT

(AND EVERYTHING BEHIND IT)

Whatever you may be looking for, whether it's a bus or a coach, you can be sure that when it carries the DAF badge, it will be more than capable of meeting all your needs.

Our product range rivals the best on the market, and that's because of our commitment as a forward-looking manufacturer dedicated to spending considerable time and money on research and development.

A commitment that, over the years, has been manifested in the opening of a dedicated bus and coach assembly plant in Eindhoven, and in technology such as T.S.D. (Total Structure Dynamics), ATi (Advanced Turbocharged Intercooling), and culminating in the unique SB220 City Bus underframe.

T.S.D. is, without doubt, the most significant development in bus structural design for decades. A multi-million pound investment that has produced the perfect integrated sub-frame unique to DAF.

Of equal importance is ATi, a driveline philosophy that's already shown itself to be a major factor in achieving optimum fuel economy.

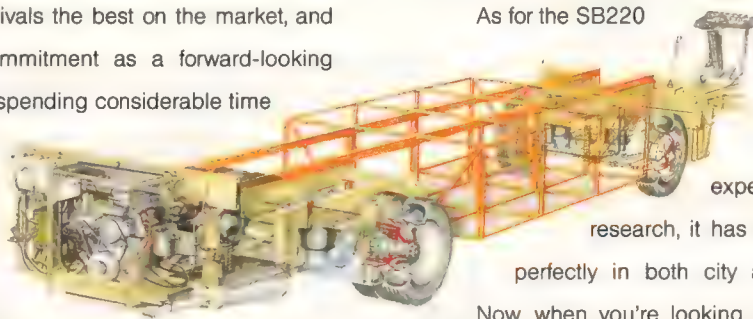
As for the SB220

City Bus, it is an entirely new concept in bus engineering and design

A result of massive expenditure and nine years research, it has been built to handle

perfectly in both city and motorway conditions

Now, when you're looking for everything up front in a bus or coach, and you see the DAF badge, you'll know the vast depth of commitment and research that lies behind it.



Marketing & Sales, Eastern Bypass, Thame, Oxon OX9 3FB.

Tel: 0844 261111 Tlx: 838848

A consortium of North Wales attractions will be represented. Members include castles, houses and gardens owned by The National Trust, The James Pringle Woolien Mill on the Isle of Anglesey and also Bodelwyddan Castle, 1989 National Heritage Museum of the Year and winner of a special award in the 1989 Come to Britain Trophy. The newest member of the group is the Power of Wales, located in Llanberis.

DFKI Bradbury Ltd
Springwood Industrial Est,
Rayne Road,
Baintree,
Essex.
CM7 7ET
Tel 0376 20623
Stand No: 123
Incorporating Peters, Psimat and Epco, the FKI Bradbury display will be primarily devoted to their Bradbury-Peters range of custom-built powered bus door systems.

A free design and consultancy service is available to assist in making a choice from their range of power mechanisms, doors and safety options.

Also on display will be an

example from the 'Fleetmaster' range of mobile column lifts.

Brake Linings Ltd
Ashbourne Road,
Buxton,
Derbyshire.
SK17 9SR
Tel 0298 22341
Stand No: 321
P2000 is part of the Duron range of asbestos-free friction materials specified for the bus and coach industry.

Britax (PMG) Ltd
Bessingby Industrial Estate,
Bridlington,
North Humberside.
YO16 4SJ
Tel 0262 670161
Stand No: 323
Britax (PMG) of Bridlington are displaying their full range of bus and coach lighting and electrical equipment and mirrors.

The Britax lighting range for PSV's includes rear combination lamps, 424-series of flush-fitting lamps and general interior/step lamps. Wiper equipment covers 12v and 24v installations for motors, arms and blades.

A range of mirror heads and arms is available. Heads up to 430mm deep, some with twin lenses and some with heating elements. The Britax range includes various types of electrical switches and the Rearscope device to improve the field of view through the rear window.

British Channel Island Ferries
Fairfield House,
Kingston Crescent,
Portsmouth.
PO2 8AA
Tel 0202 681155
Stand No: 1207
There is a new flagship 'Rozel', on the year round ferry service sailing from Poole to Guernsey and Jersey.

At the show, details will be available of the Guernsey Hopper, sailings to Jersey, inclusive holidays, and day trips for Christmas shopping.

Bus and Coach Council
Sardinia House,
52 Lincoln's Inn Fields,
London.
WC2A 3LA
Tel 01 831 7546
Stand No: 800

Organiser of Coach & Bus '89, BCC is the industry's leading trade association.

Salvador Caetano (UK) Ltd
Mill Lane,
Heather,
Ibstock,
Leicestershire.
LE6 1QE
Tel 0530 63333
Stand No: 78
On show will be the new MAN 10-180 D0826, 6.5 litre, 180 bhp, TOH turbocharged, 6-cylinder in-line, rear mounted diesel engine with 6 speed synchromesh gearbox with Algarve 3.2 metre height luxury coachwork.

There will also be an Algarve 3.35 metre on DAF SB2305 DHS rear engine, semi-integral chassis.

Caledonian Macbrayne Ltd
The Ferry Terminal,
Gourock.
PA19 1QP
Tel 0475 33755
Stand No: 233
Caledonian MacBrayne operate a network of vehicle and passenger ferry services to 23 islands on the Firth of Clyde and ►

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The Shop Window of the Industry. If it's to do with Coaches and Buses it's at Coach & Bus 89.

October 20-22 1989

Hall 5, National Exhibition Centre, Birmingham

Open 09.30-18.30. Admission & Parking Free.*

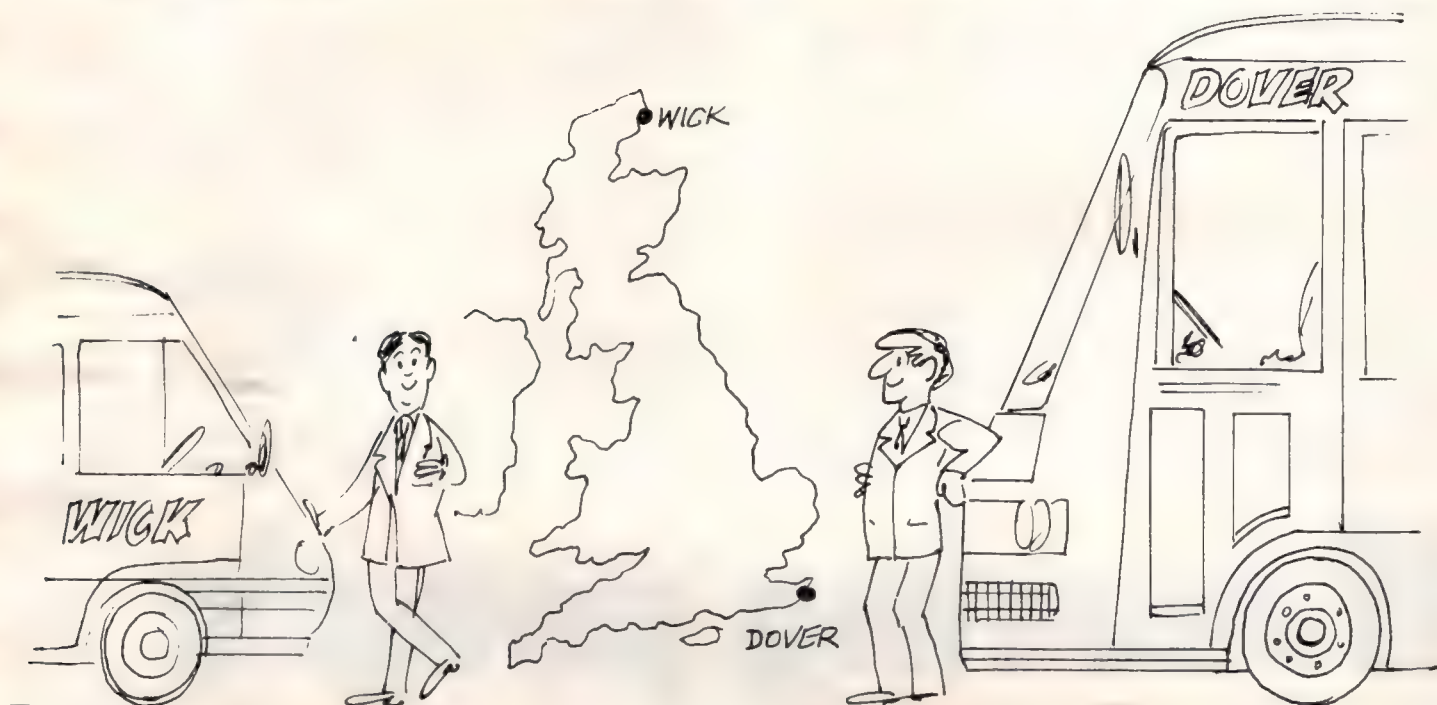
Write today for your invitation to Coach & Bus 89,

Bus & Coach Council, Sardinia House, 52 Lincoln's Inn Fields, London WC2A 3LZ.

Coach & Bus is organised by the Bus & Coach Council.

**Bona fide trade members only.*

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Wherever you are call the Autoglass Coach Service on 0532 523622 to find out more.



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ASSOCIATE MEMBER

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off the West Coast of Scotland using 52 different terminals.

With the introduction of new ships on some routes, there is now a greater variety of services available for coach operator's itineraries.

Cambro Lazzerini
Cambro Works,
School Lane,
Exhall,
Coventry.
CV7 9NN
Tel 0203 335217
Stand No: 233

On its first visit to the NEC Cambro Lazzerini will be exhibiting eight seat designs. The range extends from PSV double deck twin passenger seat to two new model announcements, the City 2770 for narrow bodied buses and the new British version of the Lazzerini Aurora 2800 for European luxury coaches. All seats are assembled and trimmed in Coventry from frames designed by Lazzerini. British moquettes are used throughout the total range of both fixed and reclining versions.

Campanile UK Ltd
Unit 8,
Red Lion Court,
Alexandra Road,
Hounslow,
Middlesex.
TW3 1JS
Tel 01 569 5757
Stand No: 514

This will be the second time Campanile will be exhibiting at the show. It is a chain of 2 star hotel restaurants. By the end of 1989 there will be over 200 purpose built hotels. Nine in the UK, three in Belgium, one in Holland and the rest in France.

Capital Conexions
39 Spring Street,
London.
W2 1JA
Tel: 01 705 3350
Stand No: 1209

Capital Conexions is a group accommodation wholesaler offering discounted hotel prices throughout Britain and the Continent for leisure and trade fairs. It also offers extensive land arrangements throughout Europe including guides, restaurants, theatres, transfers, sightseeing and special interest visits.



PMT Engineering – stand No. 36

Carlyle Bus Centre Ltd
2 Waterworks Road,
Edgbaston,
Birmingham.
B16 9DB
Tel 021 454 4808
Stand No: 90

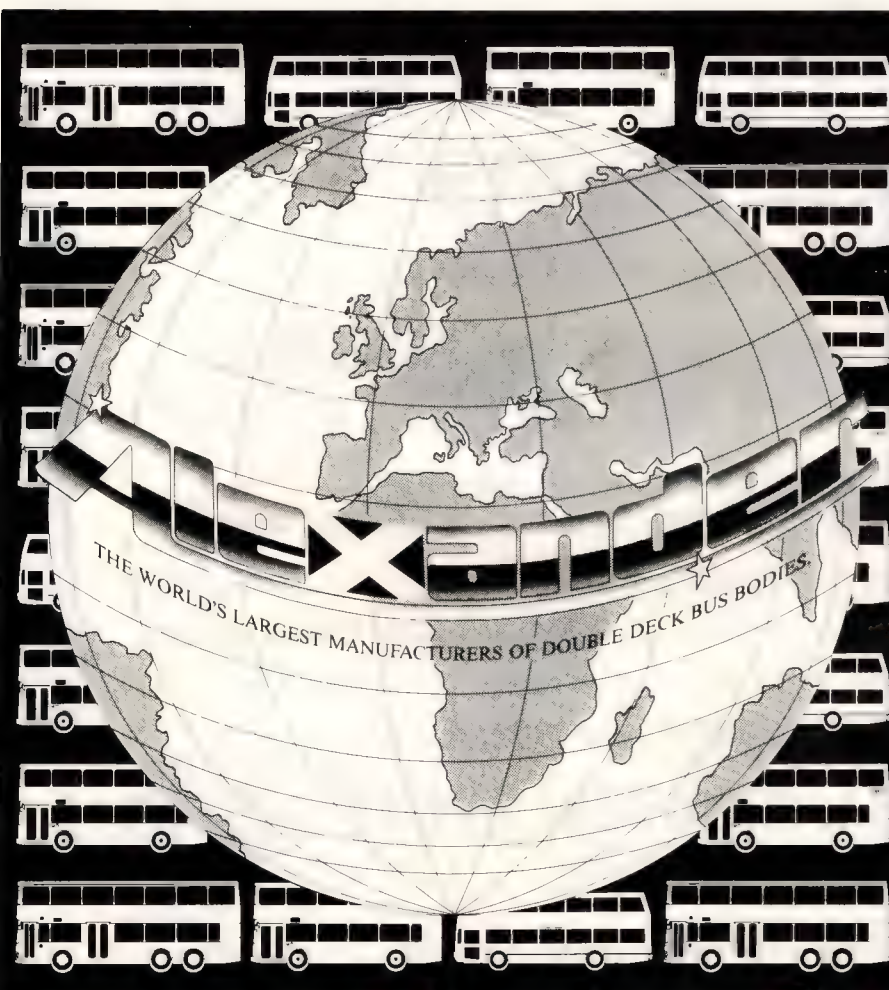
Examples of Carlyle's new vehicle production will feature prominently on the stand.

A Mercedes-Benz 709 based midi-bus with 25 seats, circulation area and luggage pen, marks Carlyle's introduction to this make. The Carlyle concept vehicle, first shown at the 1988 Motor Show, has been further developed and

will be on display.

Chapman Stevens
Chepping House,
Temple End,
High Wycombe,
Buckinghamshire.
HP13 5DR
Tel: 0494 444346
Stand No 333

New products include an exclusive coach insurance package to be launched in October. Special features include highly competitive rates, instalment facilities and the opportunity to combine a



Coachbuilders to the World.

If you buy buses, you obviously know a thing or two about PSV's. So you'll know about Alexander's reputation which others envy so much.

Respected companies all over the world specify Alexander buses because above all else they require reliability. We're famous for it.

They require quality. We're obsessed with it. For example, we've developed special long-life corrosion-resistant aluminium alloys which enable us to provide structural guarantees second to none in the industry.

We use a special patented fastener to secure all joints, thus eliminating nuts and bolts, not to mention shake, rattle and roll.

And yet another Alexander's development features resin-impregnated fibreglass which means lower unit costs, more design capabilities and cheaper repairs.

It's for these reasons that PSV operators worldwide order with confidence from Alexander's. Any order, any size. On any chassis, any underframe.

Talk to us today about your requirements, and we're pretty confident we can't be beaten for cost effectiveness and value.

SEE US AT COACH & BUS 89
HALL 5 STAND Nos 38, 39, 40 & 41

Alexander

WALTER ALEXANDER & CO. (COACHBUILDERS) LTD.,
GLASGOW ROAD, FALKIRK, STIRLINGSHIRE, SCOTLAND.
TELEPHONE: FALKIRK (0324) 21672. TELEX: 777650

number of other important areas of cover in one policy.

There will also be a new Travelsure '89 launched at the show, which gives travel insurance for holiday and tours programmes.

Cimara Ltd
Grape Street,
Leeds.
LS10 1DN
Tel 0532 433855
Stand No 414

Cimara is a consultant clothing and design company. It currently supplies a range of businesses from bus and coach companies to major airlines.

There is an in-house design team, flexible stock arrangements, and an on the spot manufacturing facility.

Coachcraft (Doncaster) Ltd
Rands Lane Industrial Estate,
Armthorpe,
Doncaster,
South Yorkshire.
DN3 3DY
Tel 0302 835153
Stand No: 110

Four vehicles will be displayed ranging from 14 to 19 seat capacity.

The largest incorporating full size Vogel seats is a Mercedes-Benz 814D. From the same source is a 408D with 15 similar seats. A Renault Master 14 seater and a Ford Transit 190D complete the lineup.

Cornwall Tourist Board
59 Lemon Street,
Truro.
TR1 2SY
Tel 0872 74057
Stand No: 607

Assistance with advice on group rate hotels and any other aspect of itinerary planning will be available on the stand.

Also available will be full information on the various attractions Cornwall has to offer. New for 1990, the first Cornwall Tour Operators Manual.

Cummins Engine Company Ltd
46-50 Coombe Road,
New Malden,
Surrey.
KT3 4QL
Tel 01 949 6171
Stand No: 1210

On show will be models from three engine families.

Cummins 3.9 litre and 5.9

litre B series engines are designed for mini/midi bus or coach application. With outputs in the 105 – 180 bhp (78 – 134 kw) power sector, they are compact, lightweight and fuel efficient.

The new 8.3 litre C series is an ultra light, compact power unit aimed at applications in the 180 – 265 bhp (134 – 198 kw) power sector. This engine is to be built in the Darlington plant using state of the art CAD/CAM technique.

In bus and coach form the 10 litre L10 is offered in 10 ratings – from 60 bhp (119 kw) in turbocharged form for city bus applications to the air to air aftercooled 325 bhp (242 kw) model for high specification coaches. Horizontal, vertical and rear transverse L10 configurations are available.

Also on show will be a re-manufactured L10 bus engine, rebuilt by Cummins specialist engine re-manufacturing organisation Diesel Recon UK. All Diesel Recon engines carry a full 'as new' warranty – yet costs are around 50% lower than the equivalent new model.

Dennis Specialist Vehicles

Woodbridge Works,
Guildford,
Surrey.
GU2 5XP
Tel 0483 571271
Stand No: 98

On display will be a chassis and/or a bodied version of the Dennis Dart. Available in 8.5 metre and 9 metre length the Dart offers a low frame, low step entrance, wide loading platform with the ability to carry up to 39 seated passengers and 15 standees.

Fitted with the Cummins 6BT 130 bhp turbocharged engine coupled to Allison AT 545 four speed fully automatic transmission, the standard specification includes taper leaf spring suspension, Eaton rear and GKN front axles and full air brakes.

Launched in 1986, the Javelin will be represented by a 12 metre chassis. The range, which is available in lengths down to 8.5 metre, offers a choice of air or leaf suspension. A new bus version of the Javelin is also available.

A Dennis Dominator double deck chassis will be on show. This has options to give a combination of Gardner or Cummins engine with Voith or

SV HEAVY DUTY SHOCK ABSORBERS

**Make a world of difference on
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Tel. 0302 369351
Fax ext 246 Telex 547322**

**FOR MORE INFORMATION CONTACT US ON
STAND No. 120
BUS AND COACH SHOW '89**

ZF gearbox.

Department of Transport
Room S10/20,
2 Marsham Street,
London.

SW1P 3EB
Tel 01 276 5255
Stand No 213

The Department of Transport, with the Disabled Persons Transport Advisory Committee, has drawn up guidelines on adapting existing buses or modifying the design of new buses – often at low cost – to meet the needs of elderly and ambulant disabled people.

The stand illustrates some of the features that can help disabled people to travel by bus, such as lower steps, better handrails, colour contrasts, and gives information to help manufacturers, operators and local authorities, both on technical, design and operational issues and on costs and benefits.

Diplomat Technico Ltd
Hazell Way,
Bermuda Road,
Nuneaton,
Warwickshire.

CV10 7QQ
Tel 0203 374374
Stand No 332

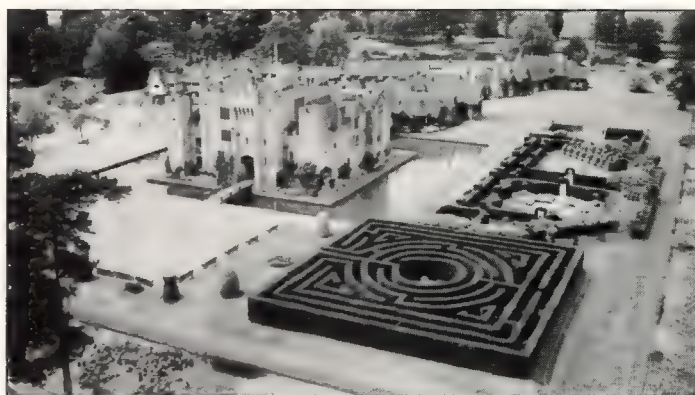
Diplomat offer a comprehensive range of products including bus seats, luxury coach seats, entry/exit doors, sliding and 'plug' type door mechanisms, window systems, blinds and sun visors.

Available, primarily to original equipment manufacturers, is a full range of doors and mechanisms complete with window systems, all designed to meet individual requirements.

Roof hatches with a polycarbonate cover are manufactured and Diplomat are sole UK agents for GEBR Happich GmbH and offer the full range of body trim and hardware equipment.

Dormobile Ltd
Tile Kiln Lane,
Folkestone,
Kent,
CT19 4PD.
Tel: 0303-76321.

Stand No: 24
Dormobile, which is now part of KBD Plc, will be displaying a comprehensive range of vehicles: a Ford 20-seat PSV, a 12-seater Bedford Midi, a 25-



Hever Castle – stand No. 1000

seat Iveco, a Mercedes 29-seater and 25-seater.

Drayton Manor Park
Near Tamworth,
Staffordshire.
B78 3TW
Tel 0827 287979
Stand No 1011

Set in 160 acres of parkland, lakes and natural woodland, Drayton Manor Park offers attractions for all the family. There is a range of catering facilities designed to satisfy most tastes.

East Anglia Tourist Board,
Toppesfield Hall,
Hadleigh,
Suffolk IP7 5DN
Tel: 0473 822922
Stand No: 610

Covering Norfolk, Suffolk, Essex and Cambridgeshire, the tourist board area can offer easy continental access via Felixstowe or Dover, many seaside resorts including Southend, Clacton, Felixstowe, Lowestoft and Great Yarmouth, and the imposing cathedral cities of Norwich, Ely and Peterborough, the University of Cambridge and numerous market towns.

There are at least 150 good reasons for specifying the Lucas Kienzle Speed Limiter.

That's how many dealers we have in our UK and Ireland agency network . . . 150 fully trained experts skilled in fitting and servicing speed limiters. Quickly. Efficiently.

We also have agents throughout Europe. So wherever you operate, you'll never be far from help should you need it. And that means your vehicles will be back on the road with the minimum delay.

However, we're quietly confident that the need to call on a Lucas Kienzle dealer will be a rare occurrence. After all, we were the first in the UK to develop a completely electronic speed limiter, and constant testing and development have

ensured that our new compact actuator system is exceptionally reliable.

It gives you substantial fuel savings too – as much as 14%. And operating costs will be cut even further by reductions in wear and tear on engines, transmissions, brakes and tyres.

What's more, drivers will find the Speed Limiter both comfortable and safe. Operation is so smooth that apart from the change of engine sound there is no sensation the Speed Limiter is working.

So now that the fitting of speed limiters to new coaches is a legal requirement, make sure the fitting of a Lucas Kienzle Speed Limiter becomes your number one priority.



TOTAL RELIABILITY. TOTAL SUPPORT.

For further information contact the Marketing Department, Lucas Kienzle Instruments Limited, 36 Gravelly Industrial Park, Birmingham B24 8TA. Tel: 021-328 5533. Fax: 021-327 4864. Telex: 335563.



Lucas Kienzle

AGENTS THROUGHOUT EUROPE

Economy Textiles,
Unit 10E,
Goldthorpe Industrial Estate,
Goldthorpe,
Rotherham S63 9BL.
Stand No:237

Headrest covers, curtains, and uniform accessories in polyester and seersucker. Also embroidery, screen printing and linen bags.

Eminox,
North Warren Road,
Gainsborough,
Lincs DN21 2TU
Tel:0427 810061
Stand No:227

Designs stainless steel exhaust systems. Details of performance figures for most buses and coaches when fitted with replacement exhausts. Display of exhaust for Cummins-engined Lynx and DAF MB2300.

English Tourist Board,
Thames Tower,
Black's Road,
Hammersmith,
London W6 9EL
Tel:01 563 9000
Stand No:1009
Many new ideas for English

excursion itineraries. Copies of the England 1990/91 Operators' Manual can be ordered, or current issue available. Shared stand with Thames and Chiltern Tourist Boards.

Esprit Windscreen Repair,
Drovers,
The Street,
Nutbourne Village,
nr Pulborough,
West Sussex RH20 2HE
Tel:07983 3698/3699
Stand No:336

Latest windscreen repair technology, every kit supplied with on-site training and free re-training. Up-grade kit on show, as are rearscope reversing lenses.

Europa Coaches,
Wheatley Hall Road,
Doncaster DN2 4PE
Tel:0302 369351
Stand No:120
A range of coachbuilt vehicles on the Mercedes 811 or intercooled 814 chassis. Also new Mercedes 408D luxury conversion.

Filtration Control

8 Faraday Court,
Park Farm North Industrial Estate,
Wellingborough,
Northants NN8 3XY
Tel:0933 676355
Stand no:326

Disposable foam air filters for the bus and coach industry, giving significant benefits over standard paper filters. MIRA member.

Finnish Tourist Board,
66 Haymarket,
London SW1Y 4RF
Tel:01 839 4048
Stand No:500

Geographically situated between east and west, Finland offers clean air, clean water and Russian cuisine.

Firth Furnishings,
Flush Mills,
Heckmondwike,
West Yorks WF16 0EP
Tel:0924 406141
Stand No:335

Suppliers of soft trim materials to the coach industry, exhibiting a standard range of designs, non-woven cladding materials for sidewalls and roofs, and foam interior trim items.

French Tourist Board,
178 Picadilly,
London W1V 0AZ
Tel:01 629 5627
Stand No:1201/2

Introducing five new travellers' guides, and a comprehensive range of information specifically geared to the coach operator. Complemented by regional tourist offices at the show.

Gabriel and Co Ltd,
AB Row,
Birmingham B4 7QT
Tel:021 359 0756
Stand No:524

Stainless handrails for buses and coaches, in oval and tubular section. Also features new textured Abrotube and Abroclamp aluminium brackets.

German Tourist Office,
65 Curzon Street,
London W1Y 7PE
Tel: 01 495 0081
Stand No:703

'Undiscovered' locations included in the Group Travel in Germany 89/90 guide, together with suggestions for excursions of varying length.

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The Scottish Islands have some of the most beautiful and breathtaking scenery imaginable – unspoilt beaches, ancient monuments, buildings and castles to visit. Many of the islands offer excellent opportunities for activities such as fishing, golfing, sailing and windsurfing. Go for a day, for a weekend or for a full holiday. Groups with or without coaches welcome. For help or advice on Ferry Travel contact Walter Bowie or Elaine Faulkner.

 **Caledonian MacBrayne**
Hebridean and Clyde Ferries
The Ferry Terminal, Gourock, PA19 1QP
Tel 0475 33755. Fax 0475 37607

**Gloucester Tourism,
St Michaels Tower,
The Cross,
Gloucester GL11 1PD
Tel:0452 421188
Stand No:701**

With its 900-year-old cathedral, folk museum, Beatrix Potter's House of the Tailor of Gloucester, and Gloucester Docks housing several museums, Gloucester offers so much. The National Waterways Museum is another draw for visitors.

**Golden Gateways,
Hill Place,
London Road,
Southborough,
Tunbridge Wells,
Kent TN4 0PX
Tel:0892 511808
Stand No:1008**

Complete tour planning package, offering expertise in all areas of organisation including route-planning, guides and booking of ferries, etc.

**Granada Motorway Services,
M1 Service Area,
Toddington,
Bedfordshire LU5 6HR
Tel:05255 3881**

Stand No:516
Accommodation, food and fuel for all travellers.

**Handley Uniforms,
49 Lupton Avenue
Leeds LS9 6EG
Tel:0532 488755
Stand No:219**

Specialist manufacturers of uniforms and accessories to the coach, bus and travel industry. Uniforms designed to individual requirements.

**Hanover Displays
Unit 3,
Cliffe Industrial Estate,
South Street,
Lewes,
East Sussex BN8 6JL
Stand No:247**
Electronic on-board destination and information signs and controllers. High capacity memory, graphics capability, and high visibility.

**Harris and Co,
Bridge Wharf
Chertsey KT16 8LJ
Tel:0932 569155
Stand No:416**

Precision-made replacement parts for bus and coach, all classed critical items and traceable for 12 years.

**Hefac Engineering Ltd,
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Industrial Estate,
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Oxon OX8 6AS
Tel:0993 773691/2
Stand No:340**

Isringhausen suspension seats offering the ultimate comfort for the driver, supplied trimmed or un-trimmed. Clayton heaters and demisters, and Thermoline fuel heating.

**Hever Castle,
Hever,
Edenbridge,
Kent TN8 7NG
Tel:0732 865224
Stand No:1000**
Spectacular, ancient moated castle available for accommodation, meetings, lunches and pre-booked guided tours. Coach parking free.

**Holdsworth and Co
PO Box 20,
Shaw Lodge Mills,**

**Halifax,
West Yorks HX3 9ET
Tel:0422 330195
Stand No:341**
Cloth upholstery and trim manufacture, including luxury moquette.

**Humberside Leisure and
Tourism,
Fifth Floor,
Prospect House,
Prospect Street,
Hull HU2 8PU
Tel:0482 212828
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A magnificent coastline with 40 miles of sandy beaches, the biggest single-span suspension bridge in the world and a great base for touring.

**Independent Coach Travel,
Blake House,
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Waterside,
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Tour wholesalers, offering itineraries in almost all European countries, and several other exciting packages. ▶

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The Welfare Ambulance Vehicles we produce are in service with many local authorities and private homes throughout the United Kingdom and our flexible approach means that vehicles can be tailored to individual requirements.

Our Stage Carriage buses can be seen on routes throughout the country and our coaches operate in diverse roles from school contracts to royal households.

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JAC Travel,
15 Albert Mews,
London W8 5RU
Tel:01 581 5055
Stand No:1002

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Jonckheere,
3 Weddell Way,
Brackmills,
Northampton NN4 0HS
Tel:0604 760161
Stand No:1

The new MAN-powered P599 Deauville Luxury coach, and the P599 built on the MkIII Volvo B10M chassis.

Karcher (UK) Ltd,
Karcher House,
Beaumont Road,
Banbury,
Oxon OX16 7TB,
Tel:0295 67511
Stand No: 427

A wide range of pressure vehicle washers displayed, and a single-brush RBS unit working outside.

Kassbohrer (UK) Ltd,
Doddington Road Industrial Estate,
Lincoln,
Lincs LN6 3RS
Tel:0522 500115
Stand No:6

Maintenance, servicing and sales of Setra luxury continental coaches.

Kirkby Coach and Bus,
Crossroads,
Anston,
Sheffield S31 7ES
Tel:0909 551166
Stand No:9

The UK's largest dealer, supplying Volvo, Leyland Iveco, Plaxton, Ikarus, Carrosserie Lorraine and Mercedes Reeve Burgess vehicles.

LAG Bus,
Vaux Road,
Finedon Road Industrial Estate
Pennine Yorkshire,
Wellingborough,
Northants NN8 4TG
Tel:0933 440221
Stand No:106

Two state of the art touring coaches built at Bree, in Belgium.

Norway Line,
Tyne Commission Quay,
Albert Edward Dock,
North Shields,
Tyne and Wear NE29 6EA
Tel:091 296 1313
Stand No:502

Discounted crossings specially geared to the coach operator.

Optare,
Cross Gates Carriage Works,
Manston Lane, Leeds LS15 8SU
Tel:0532 645182
Stand No:94

Optare Delta, Starrider, Citypacer and Metrorider on display inside, two more vehicle outside for demonstration.

Pennine Yorkshire
5th Floor,
Kirklees House,
Market Street,
Huddersfield HD1 2EY
Tel:0484 22133
Stand No:901

Last of the Summer Wine country, the breathtaking moorland descending to the little town of Holmfirth. In the area, markets, canals, museums and even a clog factory.

Percy Lane,
Lichfield Road,
Tamworth,
Staffs B79 7TL
Tel:0827 63821
Stand No:525

Windows and doors for the PSV industry, made to BS specification. Design service available.

Philips Telecom,
PO Box 24,
St Andrews Road,
Cambridge CB4 1DP
Tel: 0223 61222
Stand No:403

The new BCX300 radio system, designed to Bus and Coach Council specification, revolutionises the control room.

Phoenix International,
7 Crompton Way,
Segensworth Industrial Estate,
Fareham,
Hants PO15 5SP
Tel:0489 589187
Stand No:82

Two brand-new models on sale; the Iveco Ford Mk II daily bus; and Mercedes Benz 811 wide-body 29-seater midi-coach.



- DESIGNED FOR NARROW BODIED VEHICLES
- TAPERED SQUAB FOR MAXIMUM AISLE WIDTH
- IDEAL FOR MINI BUS USE



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**STAND 223
NEC**

Plaxton Coach and Bus,
Clayton Low Road,
Eastfield,
Scarborough,
North Yorks YO11 3BY
Tel: 0723 581500
Stand No: 53
Four Paramount 3500/3200
bodies mounted on Volvo
B10M 12m, Scania K113,
Dennis Javelin 12m, and DAF
DHTD rear-engine chassis.

Pleasureworld Plc,
Hamilton House,
Battery Green Road,
Lowestoft,
Suffolk NR32 1DE
Tel: 0502 517205
Stand No: 248
Promoting its four East Anglian
attractions, including
Pleasurewood Hills theme park,
Sea Life Centres, and Bure
Valley Railway.

PMT Engineering,
33 Woodhouse Street,
Stoke-on-Trent ST4 1EQ
Tel: 0782 744744
Stand No: 36
The launch of the new AMI
midi bus/coach featuring PMT's
ring-frame body shell.



Scania - stand No. 30

Poole Tourism,
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Poole,
Dorset BH15 1HE
Tel: 0202 686290
Stand No: 241
Centrally positioned and close
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Dorset, and many other tourist
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Complete service for bus
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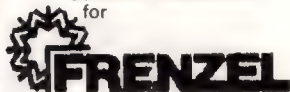
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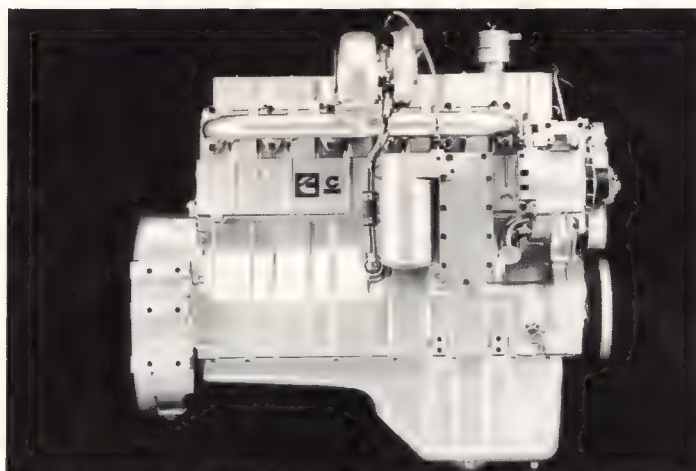
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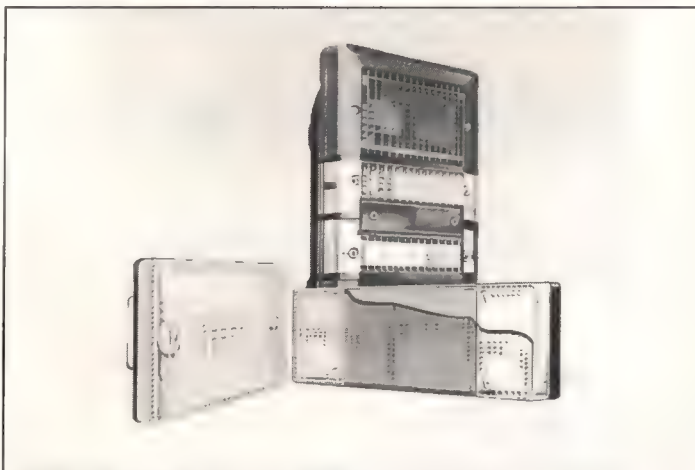
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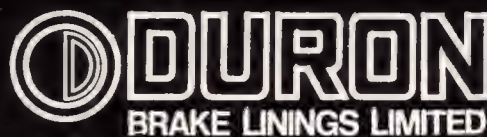


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1977 YMT PLAXTON SUPREME III 53 seats, power door, radio, lockers, MoT'd & taxed.....**£3,000**
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53 seats, POD, vgc, POA

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MoT'd Sept 1990, 500 recon-engine fitted, approx **£2,000** spent on maintenance over the last 14 months, repainted, replacement gearbox batteries, springs etc, taxed until Feb 1990.

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£32,000

1983 DAF DKFL VAN HOOL ALIZEE

48 reclining seats, Webasto heating, double glazing, curtains, drinks machine, toilet, wired for video, driver's bunk, courier seat, MoT March '90.

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Full executive, 49 recliners
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£35,000 + VAT ono
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service bus, high back coach seats,
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New engine, private plate, new test, 51 recliners, **£28,500 ono + VAT**

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47 recliners, new engine, new test, **£18,500 ono + VAT**

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(32449/LE)

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(32452/VO)

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PARAMOUNT 3500, 4 Star, 49 rec plus
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bunk, curtains, Telma, Webasto, 12
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3500, 4 Star, 49/53 rec plus courier seat,
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continental door, Webasto, MoT Feb
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(31853/VO)

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(31889/VO)

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Fitted with 53 refurbished/reclining seats, courier seat.

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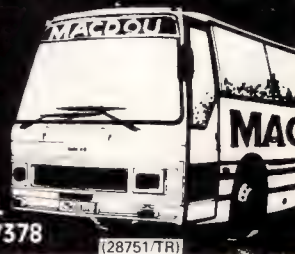
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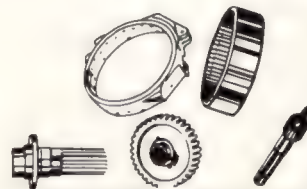
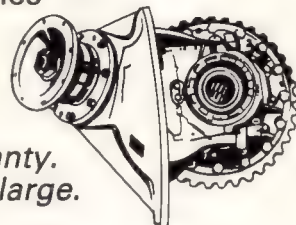
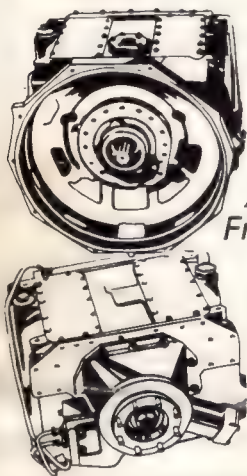
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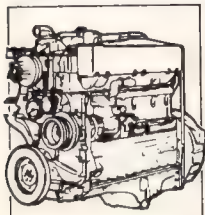
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Ex demo Freight Rover luxury spec, save £2,000.

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1987 FREIGHT ROVER, 350 diesel Dormobile bus, 16 low-back moquette seats, 5 standees, electric doors, ducted heating, soft trim sides and roof, 12 months' test. £8,550 + VAT. Tel. (0535) 53350 (W Yorks). (31880/MB)

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1977 LEYLAND LEP DOM II, 49 seats, Express doors, tested, choice of 2.

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1967 LEYLAND PD3, ideal for driver training. Offers invited

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Lacey's Coaches
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(30987/UN/56)

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2 REMAINING. 1974 SCANIA METROPOLITAN, double deckers, 74 seats, both with MoT, OFFERS.

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(31840 UN)

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A SELECTION OF 1982 & 1983 VOLVO B10M JONCKHEERE BERMUDAS

49 seats, toilet, washroom, video, coffee machine, curtains throughout, Webasto heating.

1982-PRICE: £37,500 ONO

1983-PRICE: £41,500 ONO

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PRICE: £40,500 ONO

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247444**

(31897 UN)

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1982 DAF MB200 JONCKHEERE BERMUDA. 49/53 re-moquetted reclining seats, carpets, toilet/washroom, video, drinks machine, driver's bunk, new Blaupunkt stereo system, splitter, Telma, private plates, good condition throughout, MoT August 1990. Bargain at
£36,000 + VAT

VOLVO B58, private plates, 53 seats, Telma, power door, wired for TV and radio, taxed and MoT'd. **£8,000 + VAT**

BEDFORD DUPLÉ YRT, 1974, 53 seats, taxed, MoT'd. **£2,400 + VAT**

BEDFORD 466 YRT, 1976, 41 seats with side lift, taxed and MoT'd. **£3,500 + VAT**

1976 FORD DUPLÉ, 53 seats, power door, taxed and MoT'd. **£3,000 + VAT**

1973 FORD DUPLÉ, 53 seats. **£700 + VAT**

**Telephone day: (08055) 203/476
or eve (0237) 472286**

(31844/UN)

1978 LEYLAND LEOPARD PLAXTON SUPREME, 55 seats, 11 months MoT, **£14,500 + VAT ono.**

1980 (W) VOLVO B58 VIEWMASTER, 51 seats or 48 plus toilet, test applied for, **£28,000 + VAT ono.**

Both vehicles are **taxed** and are **immediately** available.

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(0803) 528482**

(30973/UN)

FOR SALE

BEDFORD YMP, 10 metre, 1984, Plaxton bodywork, Telma retarder, 38 reclining seats, fitted to high specification.
A choice of three all in first class condition.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 50 reclining seats, fitted with Telma retarder, cherished number plates.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 55 standard seats, fitted with Telma retarder, cherished number plates.

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Tel. 01-568 8227**

(31846/UN)



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1987 TOYOTA OPTIMO DL, 19 seat, 6 cylinder turbo.

1986 (C) TOYOTA GL MIDI COACHES, 19 reclining seats, red interior, choice of 2, MoT May 1990.

1982 BOVA DAF EUROPA, 52 recliners, Webasto heating, wired for TV, curtains, red interior, MoT July 1990.

1986 (C) TOYOTA GL Midicoach, 19 recliners, MoT May '90.

1986 (D) TOYOTA GL Midicoach, 19, new MoT.

1985 (C) FIAT Iveco Midicoach, 16 seater, new MoT.

1987 OPTARE CITY PACER, new engine, new MoT, 25 coach seats.

1979 BEDFORD YMT Duple Dominant, 53 seater, MoT March 1990.

1982 (X) BEDFORD CF, new MoT.

1982 BOVA DAF Europa, 52 recliners, MoT July '90.

1979 BEDFORD YMT Duple Dominant, MoT May '90.

1976 BEDFORD YMT Plaxton Supreme Express, MoT Dec '89.

1976 BEDFORD YMT Plaxton Supreme Express, 53 seater, MoT December 1989.

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24 Hr EMERGENCY ROADSIDE ASSISTANCE
NEW JONCKHEERE LUXURY COACHWORK
AVAILABLE ON VOLVO, LEYLAND, DAF, SCANIA.
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USED VEHICLES**

1983 DAF DKFL PLAXTON PARAMOUNT 3200, 51 reclining seats, toilet, double glazing, Webasto, private plates etc, MoT Dec '89**£39,500**

1982 BEDFORD YMO/MAXETA, Allison automatic, 35 seats, service bus, pram pen, rubber floor etc, MoT April 1990**£12,000**

1980 VOLVO B58, 12m/Duple Dominant II, 55 seats, MoT Sept '90**£22,500**

1980 VOLVO B58, 11m/Unicar, 53 seats, MoT Sept '90**£17,500**

1979 BEDFORD YMT/DUPLE DOMINANT II, 53 seats, MoT April '90**£8,500**

1978 BEDFORD YMT, (401 Leyland engine)/Duple Dominant II, 53 seats, radio, p/a, curtains, MoT Sep '90**£7,500**

1974 BEDFORD YRT/PLAXTON EXPRESS, 53 seats, MoT Nov '90**£4,500**

TRADES DESCRIPTION ACT: In this list we quote the year of registration and not necessarily the year of manufacture. All prices are subject to VAT at the standard rate.

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LEYLAND Tiger 518 Plaxton Supreme, 50 reclining, 1982, MoT Jan 1990. **£24,500.**

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BEDFORD YMT Duple Dominant, 53 seater, 1982, MoT April 1990, reconditioned engine 1988. **£12,000.**

BEDFORD Plaxton Supreme, 17 seater coach, 1980, MoT Jan 1990. **£6,500.**

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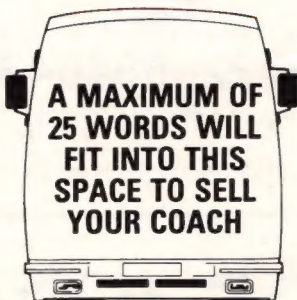
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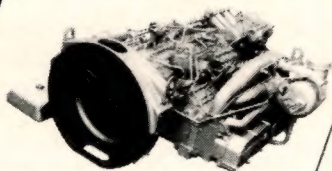
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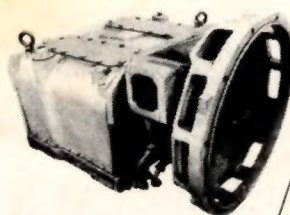


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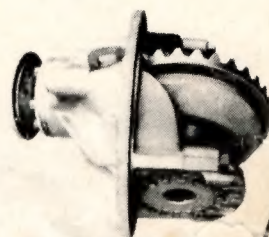
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1981 LEYLAND LEOPARD Duple
Dominant semi-automatic, Mark II, 49
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1980 12m LEYLAND LEOPARD semi-
automatic, Plaxton Supreme, 50
reclining seats, MoT 30.10.89.

1980 12m LEYLAND LEOPARD semi-
automatic, Duple Dominant, 50
reclining seats, MoT 26.04.90.

1979 LEYLAND LEOPARD, semi-
automatic, Duple Dominant, 50
reclining seats, MoT 19.05.90.

1979 12m LEYLAND LEOPARD, semi-
automatic, Duple Dominant, 50
reclining seats, MoT 23.06.90.

1979 LEYLAND LEOPARD Duple
Dominant, semi-automatic, Mark II,
47/49 seats, choice of 5

1978 12m LEYLAND LEOPARD, semi-
automatic, Duple Dominant, 50
reclining seats, MoT 23.04.90.

1978 12m LEYLAND LEOPARD, semi-
automatic, Duple Dominant 50
reclining seats, MoT 11.09.90.



**A large selection of
Leyland National service
buses, 73/74/75,
with good MoTs**

BEDFORD

1979 BEDFORD YMT Duple Dominant,
53 reclining seats, MoT 30.12.89.

1979 BEDFORD YMT Duple Dominant

MkII, 53 seats

1975 BEDFORD Duple Dominant, 53

seats.

1974 BEDFORD PJK Duple 29 seats.

BRISTOLS

1974 BRISTOL LH401, Plaxton, 43

seats.

1968 BRISTOL RELL Gardner engine,

ECW, 53 seats.

FORD

1977 FORD R1114 Duple Dominant, 51

seats.

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LEYLAND NATIONALS, 1976/5/4/3,

very good selection of 10/11 metres,

some with new MoTs.

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Good selection of Double Deckers due

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Additional luxuries include easy access (through a power operated door) and an excellent ventilation system.

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The Optimo speeds along on a powerful 4 litre, 6 cylinder Toyota turbo diesel engine with a 5-speed gearbox, until front discs and an exhaust brake bring it effortlessly to a halt.

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Steve Prime, Coach Sales Manager,
Toyota (GB) Ltd, The Quadrangle, Redhill,
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TOYOTA

CAETANO OPTIMO